

# GRAIN DEALERS JOURNAL

1893

1923

## Thirty Years of Service

April 1, 1893, W. C. Goffe, P. F. Lucas and G. S. Carkener organized the firm of Goffe, Lucas & Carkener to engage in the grain commission business at Kansas City. Ten years later, upon the death of Mr. Lucas, the firm name was changed to Goffe & Carkener.

Almost from the start this organization took the position as the leading grain commission house in the Kansas City market and has maintained that position.

Our thirty years' growth under the direction of W. C. Goffe and G. S. Carkener has been with the development of the grain trade in the Southwest.

We greatly appreciate the confidence reposed in us, and our future aim will be to do everything possible to continue to merit this confidence.

W. C. Goffe, *Pres.* G. S. Carkener, *V. P.* H. E. Merrell, *Sec.* Edgar Wood, *Treas.*

### Goffe & Carkener, Inc.

Grain Commission Merchants

101-105 Board of Trade

Kansas City, Mo.

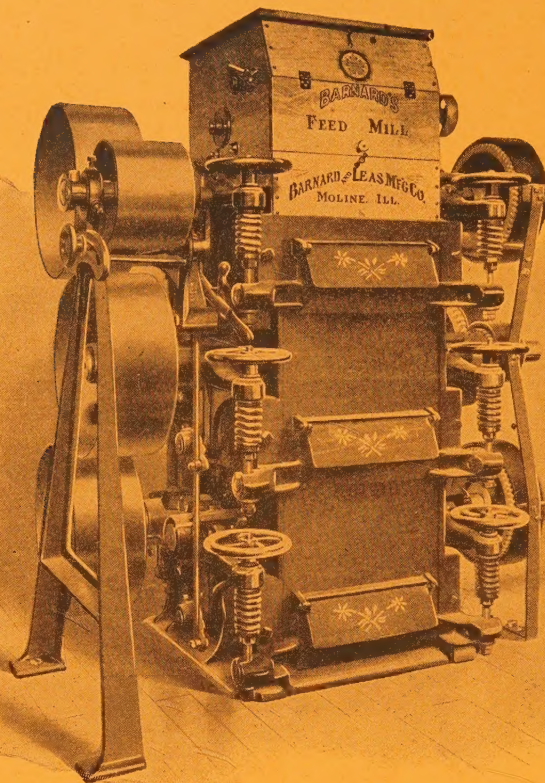
*Branch Offices with Private Wires at*

Wichita, Kans.  
Dewey Hunter, Mgr.

Salina, Kans.  
C. R. Vestal, Mgr.

Hutchinson, Kans.  
Dick Wood, Mgr.

Clay Center, Kans.  
Otto Swaller, Mgr.



## Especially Designed for Large Capacity and Fine Grinding

Barnard's Six-Roller, or Three-Pair-High Feed Mill, illustrated above is especially adapted for grinding feed, table cornmeal, pearl meal, linseed meal, rye or barley.

It has three gradual roll reductions. The stock, after being fed into the feeder on top of machine is delivered onto the first pair of rolls having coarse corrugations, where it is partly reduced. From here it is delivered to the second pair with finer corrugations, where another reduction is accomplished. It is then delivered to the last or third pair of rolls with still finer corrugations, where the finishing reduction is made.

Can be equipped with levers for throwing each pair of rolls apart separately so that top pair can be used for coarse grinding, top and center pair for medium grinding, or all three pair for fine grinding.

Made with chain-oiling or ball bearings, in seven different sizes, ranging in capacities from 10 to 90 bushels of meal per hour, or 20 to 115 bushels of feed per hour.

We make a mill for every feed grinding requirement. Write for special Catalog E-5 for full details.



**BARNARD & LEAS MFG. CO.**

**MILL BUILDERS AND  
MILL FURNISHERS**

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### AMARILLO, TEXAS.

Early Grain & Elvtr. Co., wholesale grain.\*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### ATLANTA, GA.

Commercial Exchange Members.

Hayn & Sims, wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.\*  
Dennis & Co., grain merchants.\*  
England & Co., Inc., Chas., grain, hay.\*  
Fahey & Co., John T., grain receivers and exporters.\*  
Gill & Fisher, receivers and shippers.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Johnston Co., Thos., receivers & shippers.\*  
Jones & Co., H. C., receivers, shippers, exporters.\*  
Lederer Bros., grain receivers.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*

### BLOOMINGTON, ILL.

Hasenwinkle-Scholer Co., corn and oats.

### BOSTON, MASS.

Chamber of Commerce Members.

Bensaquin, Matthew D., grain brokerage commission.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Anchor Grain Co., Inc., grain and feed.\*  
Armour Grain Co., grain merchants.\*  
Burns Bros. Grain Corp., grain commission.\*  
Davis, Inc., A. C., grain.\*  
Harold, A. W., grain, barley a specialty.\*  
McConnell Grain Corporation, commission merchants.\*  
McKillop, Inc., J. G., receivers and shippers.\*  
Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe, S. M., commission merchant.\*  
Seymour-Wood Grain Co., consignments.\*  
Sunset Grain & Feed Co., grain & feed.\*  
Townsend Ward Co., The, consignments.\*

### CAIRO, ILL.

Board of Trade Members.

Cairo Grain Com. Co., consignments.\*  
Halliday Elevator Co., grain dealers.\*  
Hastings Co., Samuel, receivers & shippers.\*  
Hastings-Stout Co., grain merchants.\*  
Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

Gifford Grain Co., grain and grain products.\*  
King Wilder Grain Co., grain shippers.\*  
Murrel Grain Co., Ray, recvrs. and shprs.\*

### CHATTANOOGA, TENN.

Chattanooga Feed Co., mfrs. feed; shprs. gr., hay, feed.

### CHICAGO, ILL.

Board of Trade Members.

Anderson & Co., W. P., grain commission merchants.\*  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Freeman & Co., Henry H., grain, hay, straw.\*  
Gerstenberg & Co., commission merchants.\*  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Carder, commission merchants.\*  
Holt & Co., Lowell, commission, grain and seeds.\*  
Lamson Bros. & Co., consignments solicited.\*  
McKenna & Dickey, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Nash-Wright Grain Co., commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Pope & Eckhardt Co., grain and seeds.\*  
Rang & Co., Henry, grain merchants.\*  
Requa Bros., wheat a specialty.\*  
Rosenbaum Brothers, grain merchants.\*  
Rosenbaum Grain Corp., commission merchants.\*  
Rumsey & Co., grain commission.\*  
Sawyers Grain Co., consignments.\*

### CHICAGO, ILL. (Continued).

Schiffin & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Somers, Jones & Co., grain and field seeds.\*  
Udike Grain Co., consignments.\*

### CINCINNATI, O.

Grain & Hay Exchange Members.

Early & Daniel Co., grain, hay, feed.\*

### CIRCLEVILLE, OHIO.

Cook, Wade H., grain, hay and grain products.\*

### CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Gates Elevator Co., The, receivers and shippers.\*  
Shepard, Clark & Co., grain merchants.\*

### COLUMBUS, OHIO.

Smith-Sayles Grain Co., The, buyers and shippers.\*

### DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*  
Harrison, Ward & Co., Grain Belt Elevator.\*

### DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Crescent Flour Mills Co., The, merchant millers.\*  
Crowell Elevator Co., wholesale grain.\*  
Denver Elevator, wholesale grain, flour, millfeed.\*  
Houlton Grain Co., wholesale grain.\*  
Kellogg Grain Co., O. M., receivers and shippers.\*  
McCaull-Dunsmore Co., wholesaler and commission.\*  
Moore-Lawless Grain Co., private wires to all markets.\*  
Phelps Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.\*  
Summit Grain Co., wheat, corn, oats, rye, barley.\*

### DES MOINES, IOWA.

Board of Trade Members.

Des Moines Elvtr. & Gr. Co., oats a specialty.\*  
Lockwood, Lee, broker.\*  
Marshall Hall Grain Co., grain commission.\*  
Taylor & Patton Co., corn and oats.\*

### DETROIT, MICH.

Board of Trade Members.

Dumont, Roberts & Co., receivers, shippers.\*  
Huston, C. R., grain and hay.\*  
Lichtenberg & Son, oats, corn, hay, straw.\*  
Simmons & Co., F. J., grain and hay.\*  
Swift Grain Co., consign or ask for bid.\*

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., merchants—commission, consignments.\*  
Transit Grain & Com. Co., consignments, brokerage.\*

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Koehler-Twidale Elevator Co., grain dealers.\*

### HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain, fd., gr.

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.\*  
Rothschild Co., S., grain, c/s products, rice b/p.\*

### HUTCHINSON, KANS.

Board of Trade Members.

Central Grain & Laboratories Co., The, buyers for mills.

### INDIANAPOLIS, IND.

Board of Trade Members.

Anderson & Mercer, grain commission & consignments.\*  
Bingham Grain Co., The, recvrs. & shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.\*  
Hart-Maibucher Co., grain merchants.\*  
Hayward-Rich Grain Co., grain commission.\*  
Hill Grain Co., The, Lew, grain merchants.\*  
Kinney Grain Co., H. E., recvrs. & shippers.\*  
National Elevator Co., grain merchants & Comm.\*  
Menzie Grain & Bkg. Co., Carl D., grain merchants.\*  
Montgomery & Tompkins, receivers & shippers.\*  
Shotwell & Co., Chas. A., grain and scales.\*  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

### KANSAS CITY, MO.

Board of Trade Members.

Christopher & Co., B. C., kafir, feterita, milo.\*  
Davis Grain Co., A. C., grain commission.\*  
Davis-Noland-Merrill Grain Co., grain merchants.\*  
Denton Kuhn Grain Co., consignments.\*  
Ernst Davis Grain Co., commissions.\*  
Federal Grain Co., receivers, shippers.\*  
Friscio Elevators Co., grain merchants.\*  
Fuller Grain Co., consignments.\*  
Goffe & Carkener, grain commission.\*  
Lichtig & Co., H., kafir, milo, screenings.\*  
Logan Bros. Grain Co., receivers and shippers.\*  
McCord-Logan Grain Co., commission merchants.\*  
Miller Grain Co., S. H., consignments.\*  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., grain merchants and exporters.\*  
Roehen Grain Co., E. E., consignments.\*  
Rocky Mt. Grain & Com. Co., consignments.\*  
Secular Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.\*  
Simonds, Shields, Lonsdale Grain Co., grain.\*  
Thresher Grain Co., R. J., grain commission.\*  
Wallingford Brothers, grain merchants.\*  
Watkins Grain Co., consignments.\*  
Western Grain Co., Inc., receivers and shippers.\*  
Wilser Grain Co., consignments.\*

### LAWTON, OKLA.

Western Grain Co., hay, grain, seeds, mill pdts.

### LINCOLN, NEBR.

Grain Exchange Members.

Lincoln Grain Co., grain merchants.\*

### LITTLE ROCK, ARK.

Grain Exchange Members.

Farmer Co., E. L., brokers, grain & mill feed.\*  
Gordy Co., O. L., grain brok., hay, grain, millfeed.\*

### LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Grain Co., receivers-shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Kentucky Public Elevator Co., storers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

### LYNCHBURG, VA.

Moon-Taylor Co. grain and hay brokers.

### McKINNEY, TEXAS.

Reinhardt & Company, wheat, corn, oats, maize.\*

### MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker and com., consignments.\*  
Buxton, E. E., broker & commission merchant.\*  
U. S. Feed Co., grain, hay, mill feed.\*

### MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

(Continued on next page.)

\*Member Grain Dealers National Association.

# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## MILWAUKEE, WIS.

Chamber of Commerce Members

Kamm Co., P. C., grain shippers.\*  
Milwaukee Grain Com. Co., recvrs. grain and seed.

## MERIDIAN, MISS.

Board of Trade Members.

Threefoot Bros. & Co., whsle. grain, feed, flr., gro.\*

## MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Cargill Commission Co., grain commission.\*  
Cereal Grading Co., grain merchants.\*  
Malquist & Co., C. A., receivers & shippers.\*  
Marfield Grain Co., grain commission.\*  
Sheffield Elevator Co., shippers of grain.\*  
Sterling Grain Co., receivers and shippers. all grains.\*  
Van Dusen-Harrington Co., grain merchants.\*  
Zimmerman, Otto A., grain and feed.

## NEW ORLEANS, LA.

Board of Trade Members.

Fox Co., C. B., exporters.\*

## NEW YORK CITY.

Produce Exchange Members.

Jones & Co., M. B., buyers—quote us.\*  
Knight & Company, commission merchants.\*  
Therrien, A. F., broker.

## NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

## OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Cherokee Grain Co., grain merchants.\*  
Lang Grain Co., J. H., prompt and efficient service.\*  
Marshall Grain Co., grain, feed, seeds.\*  
Moore, George L., grain merchant.  
Okla. City M. & E. Co., grain merchants, millers.\*  
Perkins Grain Co., W. L., brokers.\*  
Scannell Grain Co., E. M., grain and feed.\*  
Stinnett Grain Co., grain merchants.\*  
Stowers Grain Co., W. E., commission merchants.\*  
Vandenburgh, Jesse, milling wheat.\*  
Vandever Grain Co., wholesale grain.  
White Grain Co.\*

## OMAHA, NEBR.

Grain Exchange Members.

Butler Welsh Grain Co., grain merchants.\*  
Crowell Elevator Co., receivers, shippers.\*  
Planley Grain Co., receivers and shippers.\*

## OMAHA, NEBR. (Continued).

Roberts Grain Co., Geo. A., grain merchants.\*  
Stockham Grain Co., E., commission merchants.\*  
Taylor Grain Co., commission and brokers.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., grain commission.

## PEORIA, ILL.

Board of Trade Members.

Bartlett Co., S. C., grain commission.  
Bowen Grain Co., H. D., receivers & shippers.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Harrison, Ward & Co., receivers & shippers.\*  
Luke Grain Co., grain commission.\*  
Miles, P. B. & C. O., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Tyng Grain Company, receivers and shippers.\*

## PHILADELPHIA, PA.

Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Ezl., flour, grain, feed.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feed.\*  
Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

Members Grain and Hay Exchange.

Allen & Co., H. S., grain and hay.\*  
Geidel & Leubin, grain and hay.\*  
Hardman & Daker, grain, hay, millfeed.\*  
Harper Grain Co., corn a specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Rogers & Co., Geo. E., grain and hay.\*  
Smith & Co., J. W., grain merchants.\*  
Stewart & Co., Jesse C., grain and mill feed.\*  
Walton Co., Samuel, grain and hay.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

## ROANOKE, VA.

Albergotti Bros. & Co., grain, feed, hay, flour brokers.\*

## RICHMOND, VA.

Grain Exchange Members.

Reveridge & Co., S. T., grain hay, feeds seed.\*  
Mayo Milling Co., millers, grain, feed seeds.\*  
Morris & Co., C. F., grain, feed, hay, flour brokers.\*  
Saginaw Milling Co., jobbers grain, hay, feed, beans.

## ROCHESTER, N. Y.

Dailey Bros. Inc., receivers and shippers.

## ST. JOSEPH, MO.

Grain Exchange Members.

A. J. Elevator Co., The, wheat, corn, oats.\*  
Button-Simmons Grain Co., grain commission.\*  
Gordon Grain Co., grain commission.\*

## SAN ANTONIO, TEXAS

King, Douglas W., wheat, corn-brok., Texas R. Oats.\*

## ST. LOUIS, MO.

Merchants Exchange Members.

Dreyer Commission Co., feedingstuffs, grain, seeds.\*  
Graham & Martin Grain Co., grain commission.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Plecker & Beardsley Com. Co., grain and grain seed.\*  
Turner Grain Co., grain commission.\*  
Von Rump Grain Co., grain merchants.\*

## SIOUX CITY, IOWA.

Board of Trade Members.

Button Co., L. O., grain commission.\*  
Western Terminal Elevator Co., receivers and shippers.\*

## SUFFOLK, VA.

Tidewater Brokerage Co., brokers, distributors.

## SUPERIOR, NEBR.

Bossemeier Bros. Terminal Elevator.\*

## TOLEDO, OHIO.

Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.\*  
King & Co., C. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain receivers, shippers.\*

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*

## WICHITA, KANS.

Board of Trade Members.

Baker-Evans Grain Co., milling and export wheat.\*  
Kansas Flour Mills Co., receivers and shippers.\*  
Raymond Grain Co., consignments.\*  
Simonds-Shields-Lonsdale Gr. Co., exporters.\*  
Strong Trading Co., wholesale grain and feed.\*  
Terminal Elevators, exporters.

## WICHITA FALLS, TEXAS.

Myrtinger Grain Co., J. C., grain, feed, seeds.\*

## WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whlrs. gr. and seeds.

\*Member Grain Dealers National Association.

# BILL PITTSBURGH!

Route part of your shipment this way and compare results. The Pittsburgh market stands up alongside the leading grain centers and is growing all the time. Every facility is at our disposal for prompt and efficient handling. We stop at no pains to deserve your confidence. Railway connections give Pittsburgh a decided advantage and the best grain experience makes the Pittsburgh Exchange thoroughly representative. We guarantee Quick Returns on every shipment, not only because of Pittsburgh's reputation for hustle, but because the demand is here. This section of the country is on the top-wave of industrial prosperity, and these members of the Grain Exchange are ready to share with you the benefit of good business.

Harper Grain Co.  
H. S. Allen & Co.  
Geidel & Leubin  
Geo. E. Rogers & Co.

Samuel Walton Co.  
Jesse C. Stewart Co.  
R. S. McCague, Ltd.  
J. W. Smith & Co.

# DENVER

Grain shippers who are anxious to get the most from their grain will find it to their advantage to investigate the merits of the Denver market. After a thorough investigation it is a known fact that it will receive your shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

**O. M. Kellogg Grain Co.**

Receivers and shippers of all kinds of Grain.

**McCaull-Dinsmore Co.**

Grain—Wholesaler and Commission.

**T. D. Phelps Grain Co.**

Wholesale Grain and Beans.

**The Crescent Flour Mills**

Merchant Millers and Wholesale Grain.

**Denver Elevator**

Wholesale Grain, Flour and Mill Feed.  
We operate 30 elevators in Eastern Colorado.

**The Summit Grain Co.**

Receivers and shippers of all kinds of grain.  
Wire or phone us.

**The Ady & Crowe Mercantile Co.**

Grain, Hay, Beans.

**Crowell Elevator Co.**

Wholesale Grain.

**The Conley-Ross Grain Co.**

Wholesale Grain and Beans.

**Moore-Lawless Grain Co.**

Kansas City, Denver and Atchison.  
Private wires to all markets. Hedging orders solicited.

**Rocky Mountain Grain Co.**

Grain Merchants—Export and Domestic.

**Houlton Grain Company**

Wholesale Grain—Get in touch with us.

Note: All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange, when dockage is not provided for in the contract.

Grain Exchange  
Members

## ST. JOSEPH

Grain Exchange  
Members

**We Want Your  
Business**  
Ask for Our Prices

**The A. J. Elevator Company**  
ST. JOSEPH, MO.

**Hard and Soft Wheat  
Corn and Oats**  
Write, Wire or Phone Us

## GORDON GRAIN CO.

CONSIGNMENT SPECIALISTS

T. P. GORDON (THE OLD RELIABLE) President ST. JOSEPH, MO.

Button-Simmons Grain Co.

## B-S

BETTER SERVICE  
St. Joseph, Mo.

Chamber of Commerce  
Members

## BALTIMORE

Chamber of Commerce  
Members

Receivers, Shippers, Exporters

**H. C. JONES & CO.**  
BALTIMORE  
Grain and Hay  
Consignments or Direct Purchases

CONSIGNMENTS A SPECIALTY  
**JOHN T. FAHEY & CO.**  
Commission Merchants  
Grain Receivers and Shippers  
In the Market every day  
Remember us on Rye BALTIMORE, MD.

**GILL & FISHER**  
Grain Receivers and Shippers  
BALTIMORE

**Chas. England & Co., Inc.**  
GRAIN—HAY—SEEDS  
Commission Merchants  
308-310 CHAMBER OF COMMERCE  
BALTIMORE

**Baltimore Grain Co.**  
Receivers & Exporters  
Baltimore Maryland

Established 1900  
**G. A. HAX & CO.**  
COMMISSION  
Grain and Hay  
BALTIMORE MARYLAND

**SOME GRAIN DEALERS** have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.

Board of Trade  
Members**KANSAS CITY**Board of Trade  
MembersHandling  
Consignments  
and Futures  
44 Years**B. C. Christopher & Co.**

KANSAS CITY, MO.

Buyers and  
Shippers Kaffir,  
Feterita, Milo  
Maize, Mill Feed**SHANNON GRAIN COMPANY**  
**CONSIGNMENTS**

201-2 Board of Trade KANSAS CITY, MO.

Consign to  
**WATKINS GRAIN CO.**  
KANSAS CITY, MO.  
"You'll Be Pleased"**Moore-Lawless Grain Company**  
Consignments—Futures  
KANSAS CITY, MO.  
Branch Offices: Atchison, Kansas—Denver, Colorado  
Members: Kansas City, Chicago, St. Louis,  
Atchison and Denver Exchanges**ANNOUNCEMENT****The Davis-Noland-Merrill Grain Co.**begs to announce that it has purchased and  
taken over the businesses heretofore  
conducted at Kansas City by**Terminal Elevators**  
and  
**Ernst-Davis Grain Co.**The new company, with a capital of \$400,000.00, fully  
paid, assumes the leases on the Terminal Elevator  
and Rock Island Elevator, with a total storage  
capacity of 2,600,000 bushels and excep-  
tional facilities for wheat handling.We hope to retain the continued favor of all of the  
old customers of both constituent companies  
and to gain the good will and patron-  
age of many new ones.**Davis-Noland-Merrill Grain Co.**G. H. Davis, President  
Harold A. Merrill, Treas.N. F. Noland, Vice-President  
M. Gundelfinger, Secy.224-230 BOARD OF TRADE  
KANSAS CITY, MO.

March 16th, 1923

**FEDERAL GRAIN CO.**  
Real Service on Consignments  
Buyers and Sellers of  
Wheat, Corn, Oats, Barley,  
Kafir and Milo  
Operators 1,500,000 BU.  
MURRAY ELEVATOR  
BOARD OF TRADE KANSAS CITY, MO.  
U. S. A.**CONSIGN**  
**Ernst-Davis Com. Co.**  
Kansas City  
**SPECIAL ATTENTION**  
**GIVEN TO FUTURES**  
MEMBERS  
Kansas City Board of Trade  
Chicago Board of Trade  
St. Louis Merchants Ex.**A. C. DAVIS GRAIN CO.**  
**Grain Commission**  
Mill Orders a Specialty  
Consignments and Future Orders Solicited  
KANSAS CITY, U. S. A.**Simonds-Shields-Lonsdale**  
**Grain Co.**  
**QUALITY and SERVICE**  
**Kansas City, Missouri**TRY  
**FULLER GRAIN CO.**  
Consignments  
Service  
Kansas City, Mo. St. Joseph, Mo.Read the Advertising pages.  
They contain many stories of interest.  
The *Grain Dealers Journal* pre-  
sents only reputable concerns.

Board of Trade  
Members

## KANSAS CITY

Board of Trade  
Members

### IF YOU WANT

regular country shippers  
to become familiar with  
your firm name, place  
your "ad" here :: ::

### Rocky Mountain Grain & Com. Co. Consignments



Buyers—Sellers  
**WHEAT . CORN  
OATS . BARLEY**  
CONSIGNMENTS  
MILL ORDERS

**Yes Sir:** *Real Service*  
We Handle Consignments  
**S. H. Miller Grain Co.**  
Kansas City Missouri

Produce Exchange  
Members

## TOLEDO

Produce Exchange  
Members

### JOHN WICKENHISER & CO. Wholesale Grain Dealers TOLEDO, OHIO

We make track bids and quote delivered prices,  
Solicit Consignments of Grain and Clover Seed,  
Members Toledo Produce Exchange and Chicago  
Board of Trade

### Clover Seed

International Game, played in Toledo, Ohio.  
Providence does dealing, When "Seedy" favor

**C. A. KING & CO.**

*Like Billy Sunday they deal in cash and futures.*



There is great satisfaction in trusting your  
CONSIGNMENTS OF GRAIN AND SEED  
to a firm you KNOW to be RELIABLE.

**H. W. DEVORE & CO.**  
1887 TOLEDO - OHIO 1923

### Grain Shippers

and in fact all grain men who are  
wide awake and on the alert to  
get onto all the ins and outs of the  
grain business, subscribe for and  
read the Grain Dealers Journal.

Corn Exchange  
Members

## BUFFALO

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### Electric Consignment Service

A reliable service designed  
to meet the requirements of  
shippers to the Buffalo Mar-  
ket. We solicit your shipments.

**ELECTRIC  
GRAIN ELEVATOR  
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### Ship Us Your Corn, Oats and Wheat

Regardless Of Its Condition  
We operate the Superior Elevator  
equipped with all modern machinery  
for handling grain

**PRATT & CO.**

OPERATORS OF  
SUPERIOR ELEVATOR  
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### A. W. HAROLD GRAIN BARLEY *A Specialty*

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Peoria offers a strong outlet for  
**NEW CORN**

**W. W. DEWEY & SONS**  
COMMISSION MERCHANTS  
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*Receivers and Shippers*  
**CONSIGNMENTS**  
18 BOARD OF TRADE, PEORIA, ILL.

**P. B.  
and  
C. C. Miles**

Established - 1875  
Incorporated - 1910

**Peoria, Illinois**

Handling Grain on Commis-  
sion Our Specialty

*A Kansas dealer, who advertised  
his elevator for sale in the Journal, at  
a stipulated price, received so many  
replies from prospective buyers he  
decided to keep it.*

**Turner-Hudnut Company**  
*Receivers* **GRAIN** *Shippers*  
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Special Wire and Salesman Service

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GRAIN TO ARRIVE

**Chicago Grain & Salvage Co.**  
DEALERS IN  
**SALVAGE GRAIN**  
GRAIN, FEEDS, Etc.  
WRITE OR WIRE  
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**GRAIN and SEEDS**

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Personal attention given  
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**HENRY RANG & CO.**  
Commission Merchants  
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Des Moines, Ia. Algonia, Ia. Carroll, Ia.  
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**BARTLETT FRAZIER CO.** **GRAIN MERCHANTS**  
Western Union Bldg.  
CHICAGO

## Announcement

Nat C. Murray, Chief Statistician of the Crop Reporting Service of the United States Department of Agriculture, has resigned to become our Statistician and Crop Reporter.

He succeeds the late P. S. Goodman, whose reputation was world-wide.

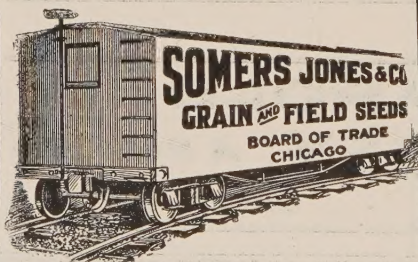
Mr. Murray has a background of experience almost unequalled. He has traveled widely, is an economist and writer of exceptional ability, and is credited with many of the splendid improvements in the government reporting service of recent years. His new work will be similar to his past government service.

The reliable grain and cotton crop forecasts of Clement, Curtis & Co. will be maintained under Mr. Murray's direction.

## CLEMENT, CURTIS & CO.

The Rookery

Chicago, Illinois



SHIP US THAT NEXT CAR

**Harris, Winthrop & Co.**  
15 Wall Street, New York  
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GRAIN, SEEDS, PROVISIONS  
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For Best Results  
CONSIGN  
**ReQua Brothers**  
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WHEN YOU BUY—BUY RIGHT.

OUR ADVERTISERS OFFER THE BEST.

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*"The Reliable Consignment House"*

CHICAGO OMAHA KANSAS CITY MILWAUKEE SIOUX CITY

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**WE WANT YOUR BUSINESS  
NOT LATER—BUT TODAY**  
Especially Consignments  
GRAINS ALL WAYS

**McKENNA & DICKEY**  
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### NASH-WRIGHT GRAIN CO.

Telephone  
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### ARMOUR GRAIN COMPANY

GRAIN MERCHANTS

Manufacturers of

ARMOUR'S STOCK AND DAIRY FEEDS AND CEREAL PRODUCTS  
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GRAIN and SEEDS

111 W. Jackson St. CHICAGO

FOR BEST RESULTS SHIP YOUR GRAIN AND SEEDS TO

### J. H. DOLE & COMPANY

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Board of Trade

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of Grain Elevators. You can make your wants known quickly by advertising in the "Elevators for Sale and Wanted" columns.

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### Accounts of Grain Merchants Invited

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**Halliday Elevator Company**  
GRAIN DEALERS  
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MINNEAPOLIS, MINN.  
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MINNEAPOLIS  
GRAIN SHIPPERS  
Ask for Samples of Milling Wheat, Feed and  
Milling Barley  
WRITE FOR QUOTATIONS**Cereal Grading Co.**  
GRAIN MERCHANTSWe buy, sell, store and ship  
all kinds of grain. Get our  
offers, or try us with your  
consignments.LIBERAL ADVANCES  
Operators of Elevator "R"  
Chamber of Commerce  
MINNEAPOLIS**CARGILL COMMISSION COMPANY**

DULUTH MINNEAPOLIS MILWAUKEE

EFFICIENCY is our watchword; SATISFACTION your reward

**SHIP TO CARGILL***"You can't do better; You might do worse."*CORN -- OATS -- BARLEY -- RYE  
For Prompt Shipment in any Quantity  
**The VAN DUSEN-  
HARRINGTON CO.**  
MINNEAPOLIS DULUTHMerchants Exchange  
Members**ST. LOUIS**Merchants Exchange  
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"THE CONSIGNMENT HOUSE OF ST. LOUIS"  
GRAIN, HAY, GRASS SEEDS, KAFIR, MILO  
125 MERCHANTS EXCHANGE BLDG ST. LOUIS, MO.Established 1877  
**Langenberg Bros. Grain Co.**  
St. Louis New Orleans**Nanson Commission Co.** GRAIN, HAY and SEEDS  
202 Merchants Exchange Bldg., ST. LOUIS, MO.

The value of an "ad" is not measured by what it costs, but by what it pays the advertiser.

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General Grain and  
Commission Business  
USE US**E. Stockham Grain Co.**  
CONSIGNMENTS  
Every Car Gets Personal Service  
Omaha, Nebr.  
WRITE US YOUR OFFERS**CROWELL ELEVATOR COMPANY**  
Receivers and Shippers  
**GRAIN**  
Consignments Solicited  
OMAHA**Des Moines Elevator & Grain Co.**  
Terminal Elevator Capacity 700,000 Bu.  
We specialize in Oats and High Grade  
Corn, Oats sacked for Southern Trade.  
HUBBELL BLDG. DES MOINES, IOWA**MATTHEW D. BENZAQUIN**  
**GRAIN AND FEED**  
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DOMESTIC and EXPORT  
505 Chamber of Commerce Boston, Mass.**RICHARDSON BROS.**  
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Want Offers  
Grain - Flour - Mill Feed  
Delivered Philadelphia  
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The Bourse**CIPHER CODES**We carry the following cipher codes in stock  
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35 cents extra.

For any of the above, address

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CLEVELAND, OHIO  
Receiver and Shipper of  
**Corn, Oats, Mill Feed**  
Ask for PricesCONSIGN  
**WHEAT - CORN - OATS**  
-TO-  
**DUMONT, ROBERTS & CO.**  
626-8 Murphy Building, Detroit, Mich.  
"The top 'o the market to you"**SWIFT GRAIN CO.**  
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*Consign or Ask Us for Bid***TAYLOR & PATTON CO.**  
Terminal elevator capacity  
250,000 bushels. Buyers and  
shippers of Corn and Oats.  
DES MOINES - IOWA

## RECEIVERS, SHIPPERS AND BROKERS

### WE MANUFACTURE

Chick Scratch and Dairy Feeds and  
handle a full line of Flour, Feed,  
Hay and Straw.

Mixed Carlots a Specialty  
Ask for Prices.

AKRON M.L.G. CO., Sioux City, Ia.

### M. B. JONES & CO.

Buyers—Quote Us  
Produce Exchange, New York, N. Y.

Solicit inquiries for Natural and Kiln  
Dried Corn, Country White Oats

E. A. GRUBBS GRAIN CO.  
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Elevator and Mills—Bourbon, Indiana  
Eastern Office, Philadelphia, Pa.

### KNIGHT & COMPANY

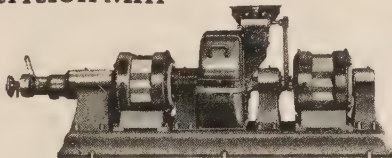
Grain Brokers and  
Commission Merchants  
CONSIGNMENTS SOLICITED  
New York Chicago Baltimore

Upon readers patronage of its  
advertisers depends the success of  
the *Grain Dealers Journal* work.  
Will you mention it?

## It All Boils Down To One Concise Fact

—Can You Afford to  
Overlook It?

MONARCH  
Ball Bearing  
Attrition Mill

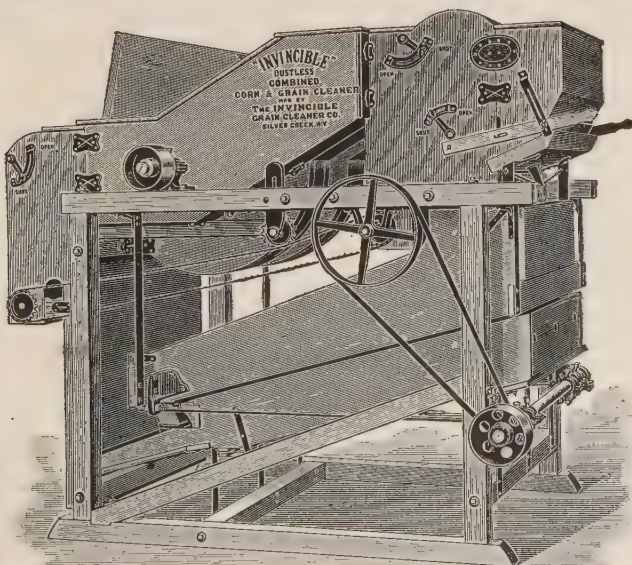


"Judge  
it by its  
Records"

THE country's most  
successful grain eleva-  
tor operators have volun-  
tarily acclaimed the Mon-  
arch ball bearing Attrition  
Mill a perfect grinder.  
Wouldn't you like to have  
them tell you, in their  
own words, why this ma-  
chine fills the bill so well?

Just ask us for informa-  
tion.

**SPROUT, WALDRON & COMPANY** Builders of  
Monarch Mills  
1202 Sherman St., MUNCY, PA.



## INVINCIBLE (Combined) CORN AND GRAIN SEPARATOR

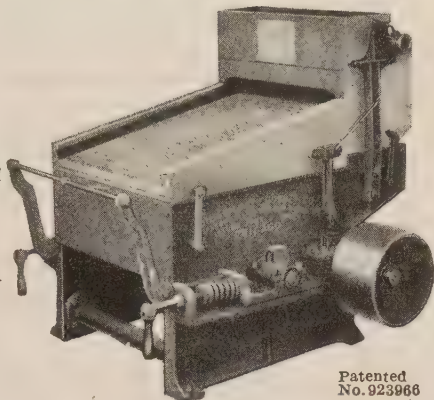
A machine designed for the two duties in-  
dicated by its name—Economizing Space  
and Investment without sacrificing any of  
the thoroughness of our individual ma-  
chines for the separate operations.

All the well known INVINCIBLE Sep-  
arator features are incorporated in this  
model. Surely a safe guide and a guar-  
antee of its worth.

**INVINCIBLE GRAIN CLEANER CO.**  
Silver Creek New York

## Cracked Corn

8000 pounds per hour  
less than 2% meal  
only 5 horse power



Patented  
No. 923966

It is being done every day  
on a

### #18 Gibson Corn Cracker

You can prove it by trial—write for  
particulars.

**Gibson Oat Crusher Co.**

Manufacturers  
1530 McCormick Bldg. CHICAGO

## The Bauer

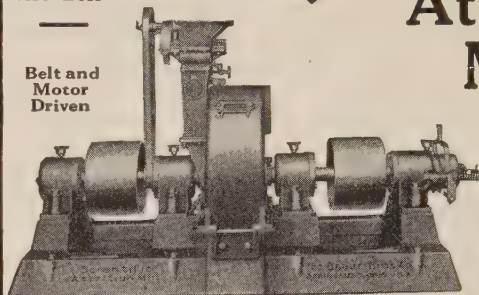
COSTS LESS PER HOUR

"The Mill  
that Fills  
the Bill"

Heavy Duty

### Attrition Mills

Belt and  
Motor  
Driven



Accessible  
Interior  
Self Trimming  
Safety Quick  
Release

The Bauer Ball-Bearing Belt-Driven Attrition Mill

### Why Experiment

There is no good reason for experimenting with Grinding Machinery or grinding methods. Neither Method results in profits. Are you sure that you are making ALL the profit possible? Why not put the problem up to the Bauer Engineering Department? This service is FREE to ALL Millers. Take advantage of it.

Send for Catalog

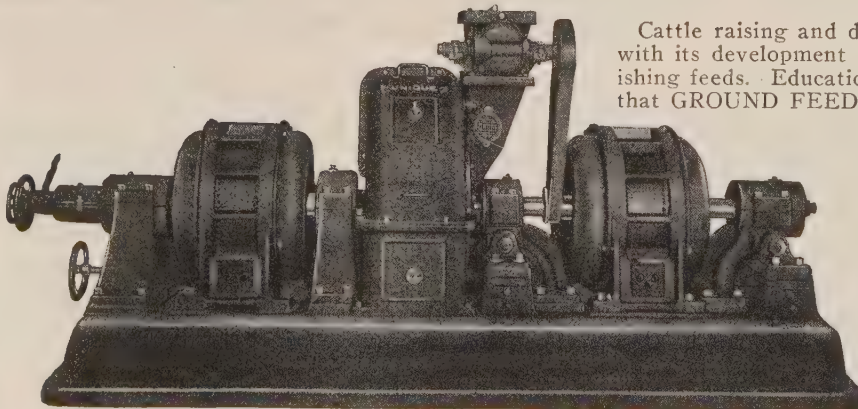
**THE BAUER BROS. CO.**

506 Bauer Bldg. Springfield, Ohio  
Makers of Bauer Attrition Mills, Corn Crackers, Cake  
Breakers, Centrifugal Reels, etc.

Take the profit that would dwindle away during a slack season and put it into your business where it will pay overhead expenses every month in the year and, in addition, enable you to show a better profit.

Every elevator experiences a slack season during which time overhead expenses have a habit of taking their toll of the profit accumulated during busy months. During such slack periods, elevator managers hunt for ways and means to keep their plant busy enough to cover expenses and enable them to hold the profit side of the ledger unmarred. Many have solved this problem through the installation of a

## UNIQUE BALL BEARING ATTRITION MILL



Cattle raising and dairy farming is developing rapidly and with its development comes the increased demand for nourishing feeds. Educational campaigns have taught the farmer that GROUND FEEDS were most wholesome for cattle and hogs and this has created a demand that brings the elevator an opportunity for expansion in activity which will serve to eliminate the terrors of a slack season in receiving and shipping, and which will hold and add to the profit side of the ledger.

Let us give you complete information in regard to the production of ground feeds for cattle and hogs. Ask for Catalog No. 12 which not only illustrates and de-

scribes the necessary machinery, but which also contains authoritative information that will help you in selling feeds to your customers. Write today.

**ROBINSON MFG. CO., P. O. BOX 411, MUNCY, PA.**

CHICAGO OFFICE---516 F. C. AUSTIN BLDG., CHICAGO, ILL.

The UNIQUE Flour, Feed and Cereal Mill Builders

# ARMCO INGOT IRON

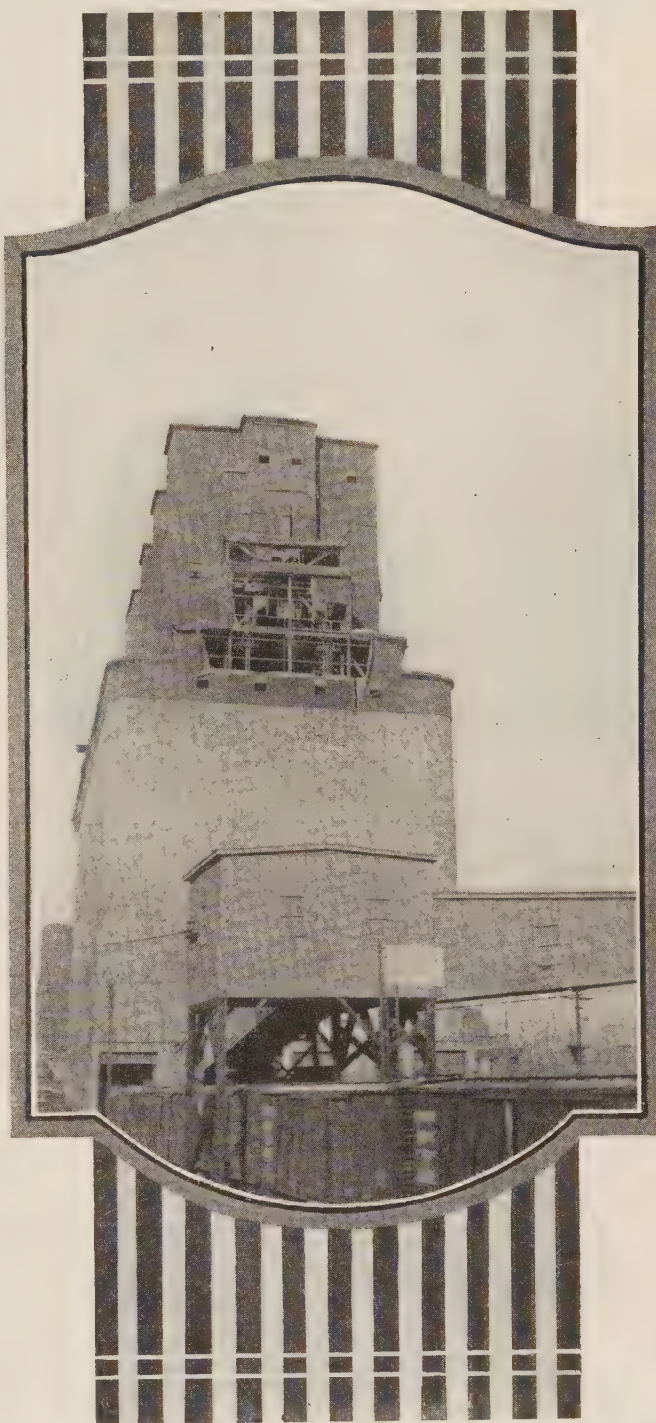
TRADE MARK

A COMMITTEE has prepared suggestions regarding the types of elevator construction which will best meet the increasing dust explosion hazard. It is believed by some builders that one of the committee's recommendations will be to build the tops of all terminal houses of structural steel and side them with Armco Ingot Iron.

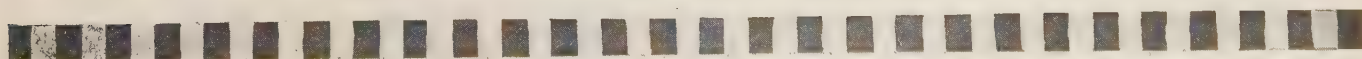
This photograph of the effect of the dust explosion on the Canadian Pacific Railway Co.'s elevator at St. Johns, New Brunswick, illustrates how the elevator can be saved from total destruction when one end of the house is opened by the force of the blast.

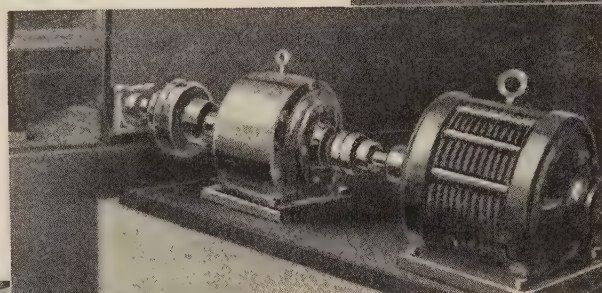
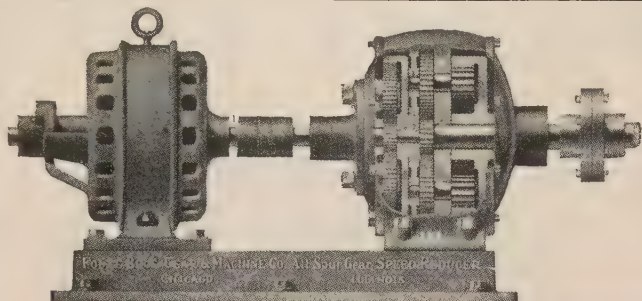
Armco Ingot Iron siding and roofing besides complying with the latest suggestion of reliable builders, gives a light type of building and an easy one to erect—especially adapted to marine tower construction where towers are moved to and from vessels.

The dust explosion hazard emphasizes the value of Armco built elevators. From Thunder Bay to Galveston you will find Armco Ingot Iron sided plants withstanding the disintegrating effects of the most trying weather conditions. That Armco lasts longest under the most severe weather or the corrosive effects of salt air, means it lasts longest under all conditions.



The American Rolling Mill Co.  
Middletown Ohio





Operating elevator leg.

## Foote Speed Reducers

Cut Your Power Costs

Foote Speed Reducers deliver 86 to 94% of the motor power to the driven equipment. This is possible because, unlike belting, there is no slippage; unlike open chains and gearing, no grit can impair efficiency, and because proper lubrication is maintained at all times.

Foote Speed Reducers are the most scientifically engineered speed reducers. They give positive satisfaction.

Another installation operating elevator leg.

### CONSULT FOOTE ENGINEERS

Our engineers will be pleased to assist you with any of your transmission problems without cost or obligation.

## FOOTE BROS. GEAR and MACHINE CO.

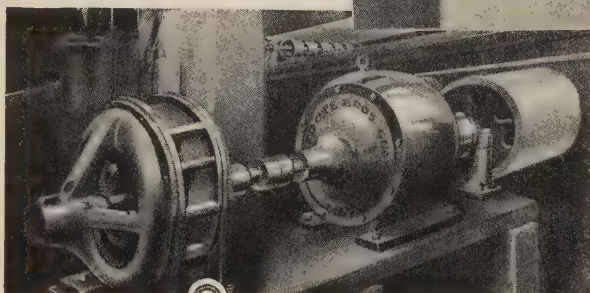
Manufacturers of Rawhide and Bakelite Pinions and Cut Gears of All Kinds. Send for Catalog. Special Machinery Made to Order. Submit Your Blueprints.

252-262 N. Curtis St.,

J. R. SHAYS, Jr.  
145 Greenwich St.  
New York City

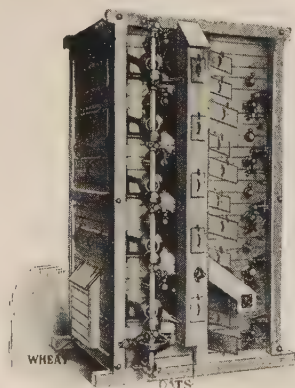
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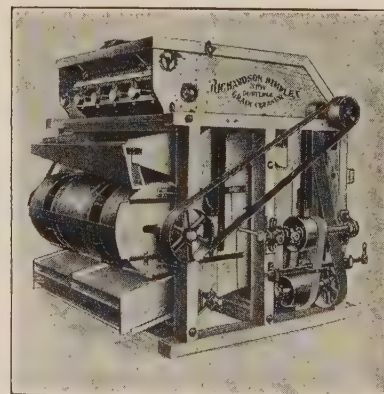
Operating belt conveyor.

# Who profits when you buy a Richardson? You



## RICHARDSON GRAIN CLEANING AND SEPARATING EQUIPMENT HAS STOOD THE TEST OF TIME

RICHARDSON WHEAT AND OAT SEPARATORS have been in general use longer than any other device built for that purpose. Many of them have been in constant use for from twelve to fifteen years and are still doing perfect work.



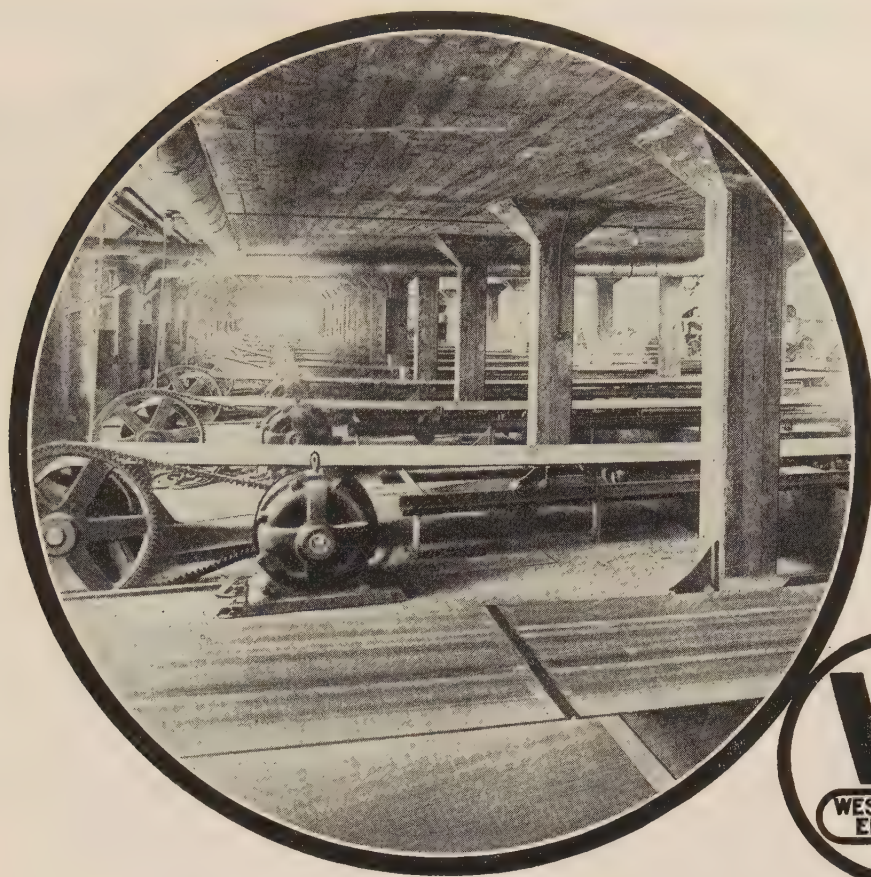
We now guarantee the indented aprons on the improved Richardson against breakage and will replace free of charge any that fail to give satisfactory service.

THE SIMPLEX, for terminal and country elevator trade, embodies every essential feature of any and all other Cleaners and Separators and has ten very splendid additional features not to be found on any competitive machine. May we tell you about the most substantially constructed, most efficient, most dependable and largest capacity Cleaner and Separator on the market?

Write for descriptive catalog and prices

## RICHARDSON GRAIN SEPARATOR CO.

MINNEAPOLIS and WINNIPEG



## Standard Motor Equipment

Interchangeability of parts is an advantage which accrues from the exclusive use of standard equipment of one manufacturer.

Fewer replacement parts need to be carried in stock. The responsibility for the entire installation is consolidated.

The ideal motor for grain elevator service is the Westinghouse type CS. It is a standard motor with the complete electrical characteristics and mechanical stability to meet the most exacting requirements.

Westinghouse CS motors assure reliability of operation and lowest maintenance charges.

Ask our nearest district office for complete information regarding this motor for elevator service.

Westinghouse Electric & Manufacturing Company  
East Pittsburgh, Pa.

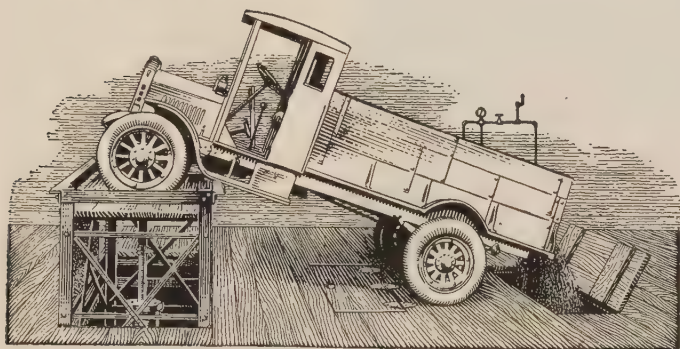
Sales Offices in All Principal American Cities

# Westinghouse

# Kewanee

## All Steel Truck Lift

### Better than ever



Notice the structural steel safety guard — *an exclusive Kewanee feature*. This guard *automatically* rises and surrounds the wheels *before* the truck is raised. The timid driver knows he is safe; nervous, frisky teams are quietly and easily handled. It's an insurance against mishaps, for there is no blocking or chaining, no catches, latches, or dogs to be set. There's nothing to *forget*. The guard works *automatically* and the lift cannot rise until the guard has risen and surrounded the wheels.

And remember—a Kewanee All Steel Truck Lift reaches you in four major units, *completely assembled*. No inclines to build, nor costly alterations to make in your driveway.

*It actually costs less installed than any other reliable device. And it is all steel. Lasts as long as your elevator.*

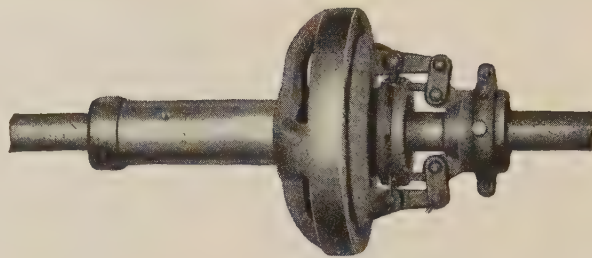
With every Kewanee Lift we furnish a high grade *riveted* steel air tank —the finest air tank built. With most other lifts you get a cheaper welded tank. That is only one point of Kewanee superiority.

## Kewanee Implement Company

Kewanee, Illinois

Southwestern Distributors

Fairbanks, Morse & Co., Kansas City, Mo.



The Finest Elevator Clutch on the Market

## ==BEYL==

One adjustment, quickly changed.  
No gears or toggles to bother with.  
Thermoid lined in place of wood.  
Ask your Insurance Company.  
Price covers clutch as shown with  
shifting lever complete.

We guarantee your full satisfaction.

## LINK BELT SUPPLY COMPANY

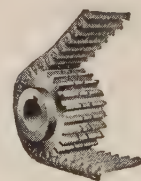
Minneapolis, Minn.

Sole Owners and Makers

Atlanta, Baltimore, Boston, Chicago, Charlotte, N. C., Cleveland

# MORSE

## CHAIN DRIVES



*A Power Saver  
for Power Users*

MORSE CHAIN CO., Ithaca, N. Y.

High Speed Silent Running Flexible  
Gearing for Power Transmission

Address Nearest Office

Detroit, Kansas City, Minneapolis, Montreal, New York

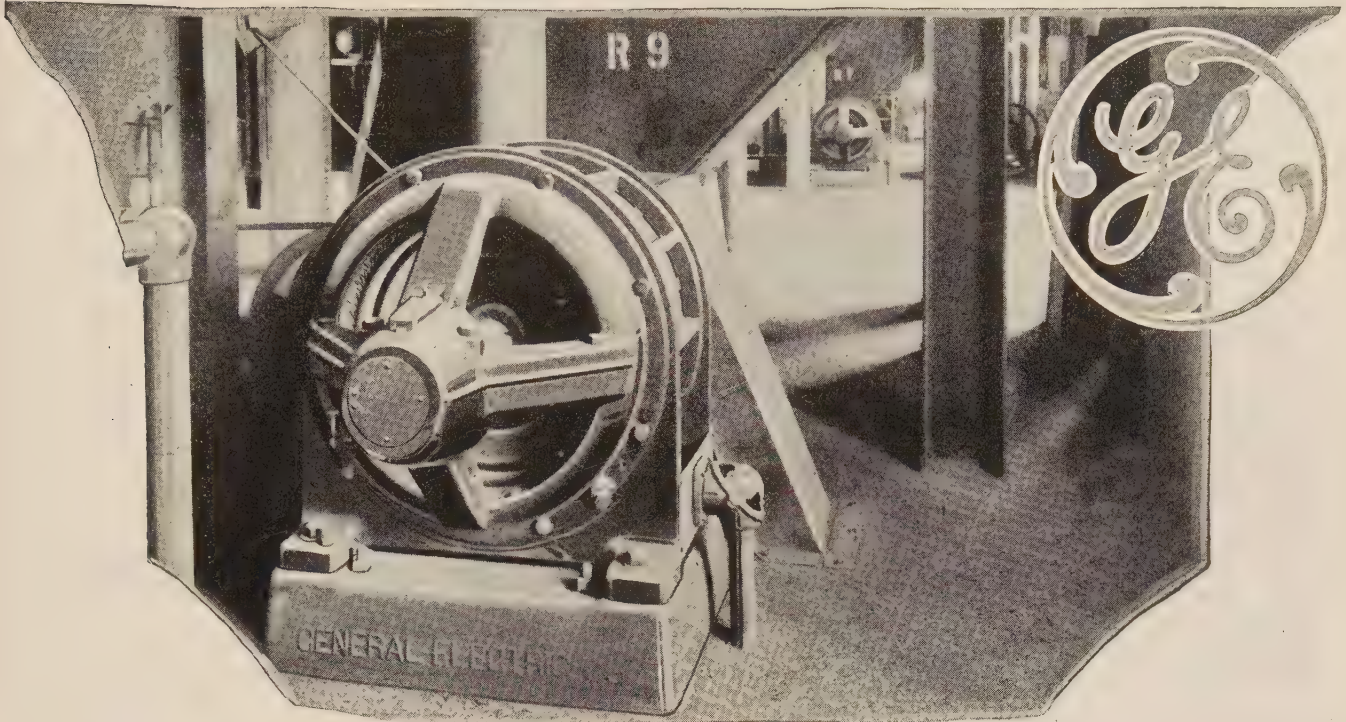
Pittsburgh

St. Louis

San Francisco

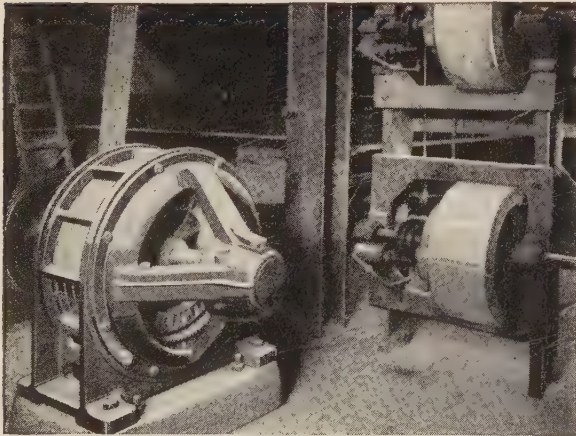
Philadelphia

## Over 50 Legs for Handling Grain



Part of installation of six G-E Squirrel-Cage Induction Motors, Rope Drive, each driving the head pulley of a receiving leg in the working house. Each leg elevates grain at the rate of 25,000 bushels an hour.

### A G-E Motor to Each Leg



G-E Squirrel-Cage Induction Motor, Rope Drive, driving the moving mechanism of the marine leg in the river house. A G-E Motor also drives the head pulley of this leg.

The legs of the C. & N. W. Terminal Elevator provide for the rapid and efficient handling of large quantities of grain. There are 6 receiving legs—6 shipping legs, 8 cleaner legs—8 separator legs—5 clipper legs—3 screening legs—1 barley leg—2 drier legs—4 legs which re-elevate dried grain to spouting floor—3 bleacher legs—6 legs in the River House—and the marine leg.

The successful operation of this equipment puts a real job up to the motors driving it. But G-E Motors are equal to every emergency—and that's why they're installed in this mammoth grain elevator.

The big margin of safety in their mechanical design is provided by oversized shafts, large bearing surfaces, rugged frame construction. And their superior electrical characteristics clearly show in their ability at all times to handle the loads switched onto them.

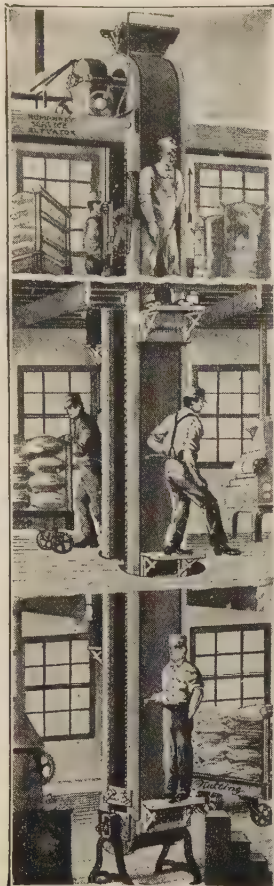
Ask the engineer in the G-E Sales Office in any large city near you to work out your leg drive problems with you. He will gladly do it.

**General Electric Company**

General Office  
Schenectady, N.Y.

Sales Offices in  
all large cities

43B-734



## Leading Elevator Builders

Specify the Genuine

# HUMPHREY ELEVATOR

After a successful record of 32 years in the service of elevators and mills, it is no wonder that leading engineers and builders specify the Humphrey. Here are a few representative users. The figures show number installed:

Washburn Crosby Co., Minneapolis (12)  
 Pillsbury Flour Mills Co., Minneapolis (5)  
 Chas. A. Krause, Milwaukee, Wis. (3)  
 Canadian Government Elevators, Saskatoon,  
 Sask., and Port Arthur, Ont. (2)  
 Quaker Oats Company, Chicago (6)  
 Corn Products Refining Co., Chicago (3)  
 Russell-Miller Milling Co., Minneapolis (13)  
 Northern Central Elevator, Canton, Balti-  
 more, Md. (2)  
 Morton Salt Co., Chicago, Ill. (3)  
 Kellogg Corn Flakes Co., Battle Creek, Mich.  
 (3)  
 International Milling Co., Minneapolis (4)

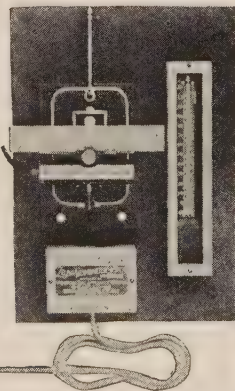
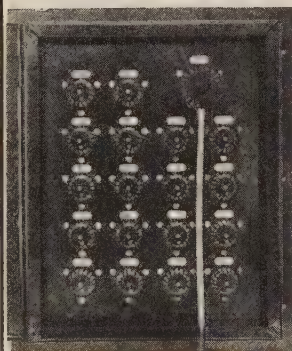
Geo. P. Plant Milling Co., St. Louis, Mo. (2)  
 Postum Cereal Co., Battle Creek, Mich. (2)  
 Portland Flour Mills Co., Portland, Ore. (9)  
 National Oats Co., St. Louis, Mo. (2)  
 Diamond Crystal Salt Co., St. Clair, Mich.  
 (2)  
 Sperry Flour Co., San Francisco, Cal. (10)  
 Sociedad Anonima de Molinos Harineros Y  
 Elevadores de Granos, Buenos Ayres,  
 S. A. (2)  
 Fok Sing Flour Mills Co., Shanghai, China  
 (2)  
 Shane Bros. & Wilson Co., Philadelphia,  
 Pa. (4)

Write for full information. Let us tell you how this depend-  
 able passenger and freight carrier can save you money.

## HUMPHREY ELEVATOR COMPANY

1129 Division St., Faribault, Minn.

There is ONLY ONE GENUINE Humphrey Elevator



## The "ZELENY"

### Protects Your Grain

A Few  
 Zeleeny  
 Installations

Cargill Grain Co.  
 Pillsbury Flour  
 Mills  
 Bartlett Frazier  
 Co.  
 Updike Grain  
 Co.  
 Armour Grain  
 Co.  
 Larabee Flour  
 Mills  
 New Orleans  
 Public  
 Elevators  
 Mancy Milling  
 Co.  
 Buckeye Cotton  
 Oil Co.  
 Red Star Milling  
 Co.

It is a simple device for testing the condition of grain stored in bins or tanks, by giving at all times the accurate temperature of the grain, not merely at the bottom and the top of the bins, but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

Further data will be furnished on request.

Western Fire Appliance Works  
 542 S. Dearborn St. CHICAGO

## WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books  
 Attrition Mill  
 Bag Closing Machine  
 Bags and Burlap  
 Bearings { Roller  
 Belting { Ball  
 Bin Thermometer  
 Boots  
 Buckets  
 Car Liners  
 Car Loader  
 Car Mover  
 Car Puller  
 Car Seals  
 Cleaner  
 Clover Huller  
 Coal Conveyor  
 Corn Cracker  
 Conveying Machinery  
 Distributor  
 Dockage Tester  
 Drain Circulating Pump  
 Dump  
 Dust Collector  
 Dust Protector  
 Elevator Brushes  
 Elevator Leg  
 Elevator Paint  
 Feed Mill  
 Fire Barrels  
 Fire Extinguishers  
 Friction Clutch  
 Grain Driers

Grain Tables  
 Lightning Rods  
 Magnetic Separator  
 Manlift  
 Moisture Tester  
 Mustard Seed Separator  
 Oat Bleachers and Purifiers  
 Oat Clipper  
 Oat Crusher  
 Pneumatic Conveying Equipment  
 Portable Elevator  
 Power { Oil Engine  
 { Gas Engine  
 { Motors  
 Power Shovel  
 Radio Equipment  
 Railroad Claim Books  
 Renewable Fuse  
 Sample Envelopes  
 Scales  
 Scale Tickets  
 Scarifying Machine  
 Self-Contained Flour Mill  
 Separator  
 Sheller  
 Siding-Roofing { Asbestos  
 { Steel  
 Silent Chain Drive  
 Speed Reduction Gears  
 Storage Tanks  
 Spouting  
 Testing Apparatus  
 Transmission Machinery  
 Transmission Rope  
 Waterproofing (Cement)

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

## Information Bureau

Grain Dealers Journal, 309 So. La Salle St., Chicago

# BIRD SCALE

## ---The *Accurate*, Approved Scale

**Accuracy.** Every draft and every dribble is weighed on a type registering beam. Self-aligning—not affected by settling of the building. *Not a guess in a carload.*

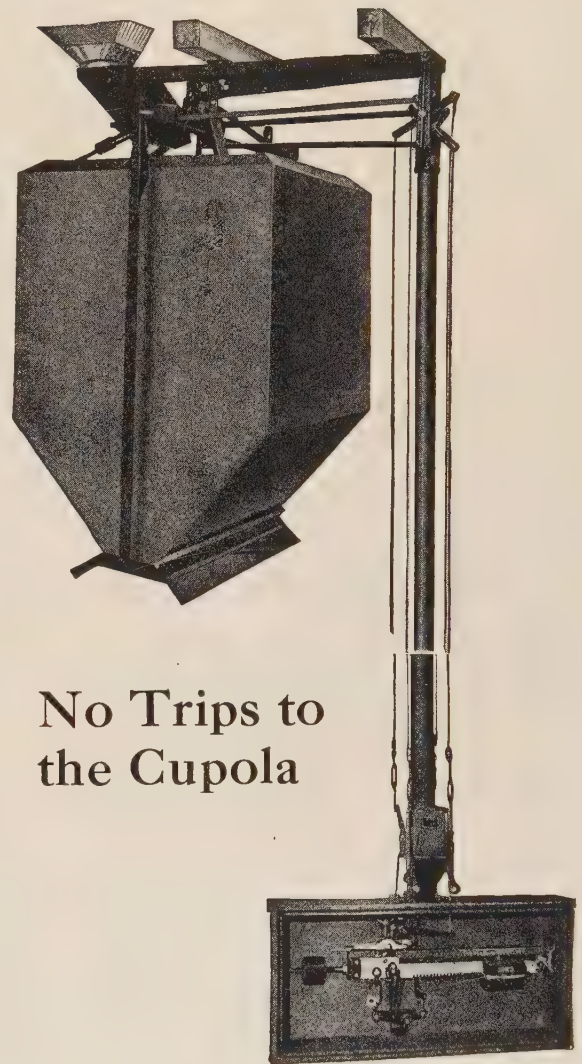
**Officially Approved.** State weights in Kansas and Wisconsin. Government weights in Canada. Recommended by the State of Minnesota and by the railroads.

**Weights Printed in Triplicate** automatically, giving you a permanent, accurate record of every draft.

**Convenient.** While the scale is placed in the cupola, where it belongs, it is operated entirely from the work floor.

**Small Investment.** The price of the Bird Scale is about half that of other scales of the same hourly capacity.

Write for full information and *proof* of its accuracy and convenience.



No Trips to  
the Cupola

*Everything for Every Mill and Elevator*

**The Strong-Scott Mfg Co.**

Minneapolis Minn.

Great Falls Mont.

In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg



The manufacturers of the **WESTERN LINE** of **GRAIN ELEVATOR MACHINERY** have not increased selling prices. Although the prices of some raw materials have advanced it does not warrant an increase on the finished product.

Send us your inquiries and orders and save money by paying the old price instead of the advanced price—

*Send for our general catalog  
No. 27*

**UNION IRON WORKS, DECATUR, ILL.**

## Minimize Dust Explosions

American High Speed Chains run without initial tension or sliding contact. Furthermore, they generate no static electricity, the chief cause of dust explosions.

Because they transmit between 98 and 99% of the power applied, American High Speed Chains constitute the most efficient and economical form of power transmission.

May we not send an engineer to discuss *your* particular transmission problems?

**AMERICAN**  
**HIGH SPEED CHAIN CO.**  
INDIANAPOLIS, U. S. A.

## Improved Duplicating Grain Tickets

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 $\frac{3}{8}$  inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 $\frac{1}{2}$ x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

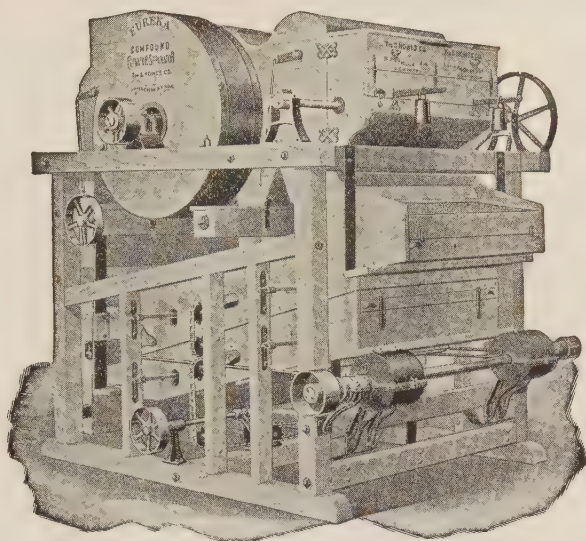
Form 19GT Duplicating (250 pages) \$1.50

Form 19GT Triplicating (375 pages) 2.00

**Grain Dealers Journal**

309 So. La Salle St.

Chicago, Ill.



*THE "Eureka" is one of the finest examples of what a grain cleaner should be. Men may differ in the terms they use to express their appreciation of the "Eureka" but their enthusiasm is always the same.*

*Truer today than ever before  
is the Rotary Club saying:*

**"He profits most  
who serves best"**

You'll be serving your customers quickly and well—and turning complaints into praise; you'll be eliminating waste, speeding up output and increasing your profits when you

USE A

**"EUREKA" ELEVATOR/SEPARATOR**

Self-Balancing Style A, with Disc Oiling Eccentrics and Automatic Sieve Cleaners.



No. 100 Catalog Mailed Free!



**S. HOWES CO., Inc.**

Eureka Works, Silver Creek, N. Y.

European Branch:

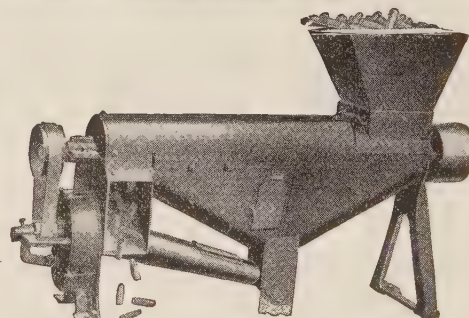
64 Mark Lane, London, England

## Corrugated Sheets

We specialize in corrugated sheets for roofing and siding; also sheet metal work for elevators. Immediate shipment from Chicago. Send for stock list of bargains in galvanized sheets.

**The Sykes Company**

2270 W. 58th Street  
CHICAGO



Style A Triumph Corn Sheller

### **A GOOD SHELLER OF MODERATE CAPACITY**

If you can use a Sheller that will properly shell 75 bushels of corn an hour; and if you want a good simple machine, you'll get just the sheller you ought to have in a Triumph.

Thousands of Triumph Shellers are at work in moderate sized mills and elevators both in this country and abroad, and every one of them is shelling corn properly and producing its share of profits.

We'll be glad to send you a copy of our new corn sheller circular. Just send us a postal or a letter asking for it.

**THE C. O. BARTLETT & SNOW CO**

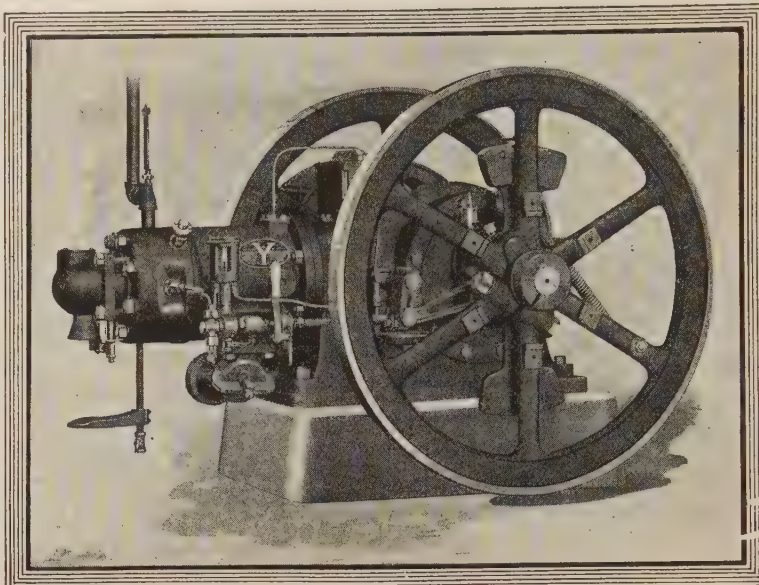
Main Office and Works: Cleveland, Ohio

## FAIRBANKS-MORSE "Y" OIL ENGINES

*Use Low Priced Fuel Oils  
for Grain Elevator Power!*

You want a power plant that has proven itself in your field. "Y" oil engines, 10 H. P. to 300 H. P. are furnishing constant, economical power to grain elevators in all parts of the country. It means saving in operating costs—satisfaction in knowing that you have all the power you need at any time.

"Y" oil engines use low priced fuel oils—start easily—run continuously with little attention—a highly skilled engineer is not required.



*"Y" Oil Engines from 10 H. P. to 300 H. P.  
economically use low priced fuel oils.*

# Fairbanks, Morse & Co.

MANUFACTURERS CHICAGO



Oil Engines - Pumps - Electric Motors and Generators - Fairbanks Scales - Railway Appliances - Farm Power Machinery

## Screw Conveyor

We manufacture and can make quick shipment on: Screw Conveyors, Counter-shaft Box Ends, Plain Ends, Right Angle Drives, Conveyor Boxes—Wood or Steel, Discharge Gates, Conveyors with special flights or paddles.

Standard parts kept in stock. Send for our catalog No. 22 covering complete line of grain handling equipment.

**The J. B. Ehrsam & Sons Mfg. Co.**  
Enterprise, Kansas

## Receiving and Shipping Set of Grain Books

**Grain Scale Book** Size of page,  $10\frac{1}{2} \times 15\frac{3}{4}$  inches. This indexed receiving book is designed to meet the needs of dealers who want something better than the ordinary. Separate pages are given to each farmer and all are indexed so that their accounts may be instantly located. If so desired, it can be used as a grain journal, the two "L. F." columns providing for posting both debits and credits and entering the numbers of the ledger pages.

The book contains 252 numbered pages of high grade heavy linen ledger paper, each ruled for 41 wagon loads, thus having room for 10,332 loads, in addition to a 28-page index. Together with "Grain Shipping Ledger" it forms a complete set of books of high grade.

This book is bound in heavy red keratol back and corners with black cloth sides, and its name is stamped in gold leaf on the front cover. Order Form 23. Price, \$4.50. Weight, 6 lbs.

**Grain Shipping Ledger.** Size of page,  $10\frac{1}{2} \times 15\frac{3}{4}$  inches. The Grain Shipping Ledger is the best shipping book money can buy, giving complete information regarding each shipment and the returns therefrom. Left hand pages show complete records of each shipment, while corresponding lines on right hand pages show details of the "Returns."

Each book contains 100 double pages of heavy linen ledger paper and a 16-page index, thus affording ample space for a large number of accounts. Each page is ruled for 50 entries, giving a total capacity of 5,000 cars to the book.

This double page form, combined with "Grain Scale Book" makes an excellent set of books for country dealers who want high grade material and workmanship as well as practical convenience. It is cloth bound with black keratol back and corners. "Grain Shipping Ledger" is stamped in gold leaf on front cover. Order Form 24. Price \$4.00. Weight, 5 lbs.

## Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.

# MOHAWK



## RUBBER BELTING

For many years the Standard Belting for elevators.  
Specify this belting when contracting to build or remodel.  
Demand it when ordering direct.

**The Gutta Percha & Rubber-Mfg. Co.**  
301 W. Randolph St. CHICAGO  
New York, Boston, Philadelphia, San Francisco, Seattle

# Dust Collectors



alone do not prevent explosions in Elevators, but

## DAY

Dust Collecting Systems do when properly installed.

# The Day Company

1006 Lyndale Avenue N. Minneapolis, Minn.

# This sign

—belongs in many mills



**Y**OU'LL agree that a big part of dust explosions and fires are the result of sparks—that sparks are nearly always caused by tramp iron entering mills.

And if you realize how easily such fires can be prevented—and still refuse to prevent them—then surely that sign should be posted in your plant.

Dings Magnetic Separators will eliminate the cause of fires—tramp iron. They are powerful electro-magnets, not the feeble kind that are misnamed "permanent" magnets.

They will save grinding faces, bolting cloth, and rolls. That means they will save money. But even if you don't want to save money—we believe that you want to protect human lives.

—So write the Dings Magnetic Separator Company, 642 Smith Street, Milwaukee, for particulars.

NEW YORK 52 Vanderbilt Ave.	DETROIT 805 Hammond Building	CLEVELAND 1155 Leader News Building	BIRMINGHAM 848 Brown-Marx Bldg.
DENVER 1718 California Street	CHICAGO 115 S. Dearborn Street	ST. LOUIS 1004 Federal Reserve Bank Bldg.	LOS ANGELES San Fernando Building
RICHMOND 1905 E. Main Street	PITTSBURGH 1522 Oliver Building	EL PASO, TEXAS First National Bank Building	PORTLAND, ORE. Lewis Bldg.

CINCINNATI: 605 Mercantile Bank Building

# Dings

High Intensity  
MAGNETIC SEPARATION

## "Salem"



### Steel Elevator Buckets

Made from ONE piece of standard gauge steel. Heavily reinforced at back. Riveted and spot welded. Ends overlap sides making a tight, durable and smooth joint. A bucket that will stand up under any kind of service.

We were the **first** to manufacture this type of bucket in the West. We are now making them better than ever.

Complete stock, low priced and ready to ship. We can furnish buckets made from special metals if specified. Write today for new price list.

## STANDARD STEEL WORKS

16th and Holmes St.

North Kansas City, Mo.

## Confirmation Blanks

### Simple-Complete-Safe

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and keeps the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

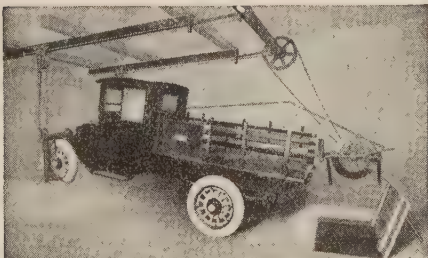
Fifty confirmations in triplicate and two sheets carbon bound with pressboard and wire stitched, size 5¼"x8¼".

Order Form 6 CB, Price 90 cts.

## Grain Dealers Journal

309 S. La Salle Street

CHICAGO, ILL.



### McMillin Wagon and Truck Dump

#### MARTIN & REHMERT

Jesse Lewis, Mgr.

Grain, Flour, Feed, Seed, Coal,  
Salt and Tile Elevator on  
Big 4 R. R.

Troy, Ohio,  
Mar. 8th, 1923

To Whom It May Concern:—

We have installed a McMillin Combination Wagon and Truck Dump and find it a success in every particular. We have a driveway 70 feet long and have five dump doors on this floor and can operate it for either door with absolute satisfaction.

It makes no difference how long or how short your trucks or wagons may be, it handles all sizes in the same perfect manner. It is operated with a two-horse motor.

This dump is the talk of the Community, and every farmer that has seen or used it terms it "THE BEST HE EVER SAW."

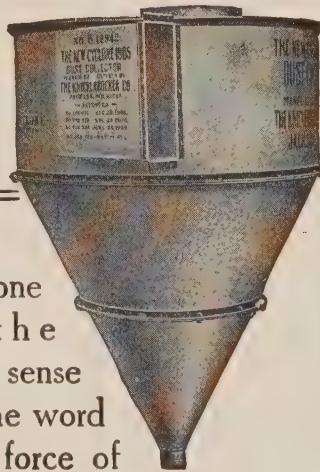
Yours very truly,

(Signed) MARTIN & REHMERT.

For further information address

**L. J. McMillin**

525 Board of Trade Bldg., Indianapolis, Ind.



A  
cyclone  
in the  
true sense  
of the word  
has force of  
air without any back draft.

### The New "1905" Cyclone Dust Collector

By improved construction, three-fourths of the back draft is eliminated and better work is done on less power. Send for prices and particulars.

*The Knickerbocker Co.  
Jackson, Mich.*

### Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
Box 404 South Bend, Ind.

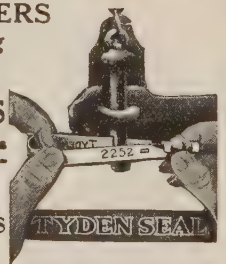


10,000 SHIPPERS  
Are now using

### TYDEN CAR SEALS

Bearing shipper's  
name and consecutive  
numbers.

Prevent  
CLAIM LOSSES  
Write for samples  
and prices

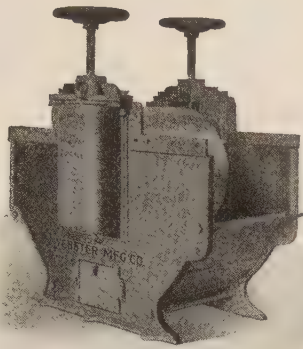
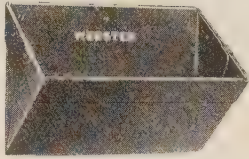


INTERNATIONAL SEAL & LOCK CO.  
Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg., Chicago, Ill.

## Have You Seed For Sale?

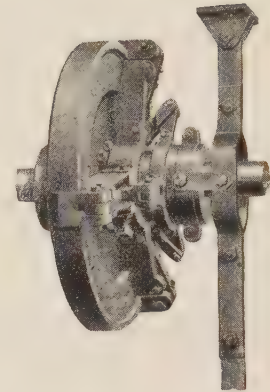
### Do You Wish To Buy Seed?

See our "Seeds For Sale—  
Wanted" Department  
This Number



Now is the time to make repairs or improvements in your grain handling equipment.

We design and manufacture buckets, boots, friction clutches, spouting and all accessories for the grain elevator.



## THE WEBSTER MFG. COMPANY

4500-4560 CORTLAND ST., CHICAGO

Factories-Tiffin, O. Michigan City, IND. and Chicago-Sales Offices in Principal Cities



### It Confirms the Merits of Cyclone Dust Collectors

The fact such companies as here listed have depended upon Cyclone Dust Collectors over a long period of years is proof that Cyclone dust collecting equipment will meet your requirements.

Armour Grain Co.  
Chicago  
Northrup-King Co.  
Minneapolis  
Quaker Oats Co., 5  
Plants  
B. & O. Elevator,  
Baltimore  
J. C. Hunt Grain Co.,  
Wichita Falls, Tex.  
Santa Fe Elevators,  
Kansas City  
Capitol Elevator,  
Duluth

### Cyclone Blow Pipe Co.

2542-52 W. 21st St. Chicago, Ill.

IN considering the purchase of a Cleaner you are sure to ask yourself Will It Pay?

You can be assured that it **will pay** if you buy a "Standard" which is equipped with our Patented Blast Regulator, Automatic Traveling Brushes and Force Feed Hopper all of which result in making them the efficient machines they are recognized to be by any number of satisfied users.

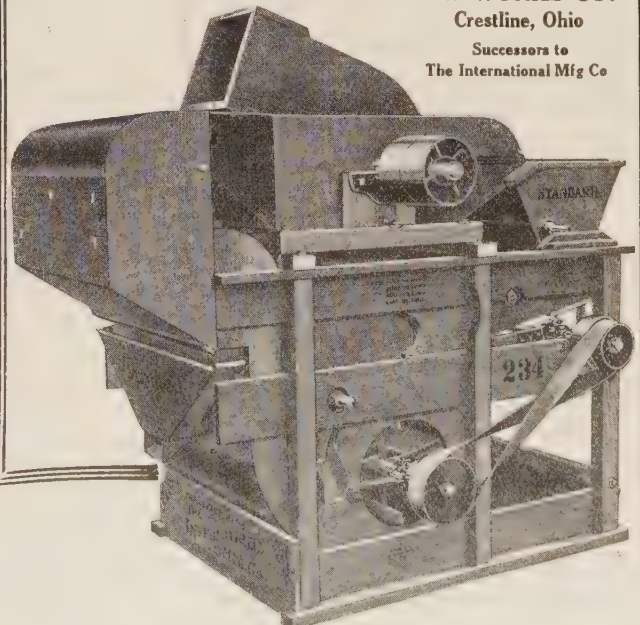
Our line comprises machines suitable for cleaning any kind of grain or seed.

Write for our latest catalogue of twenty-four different styles with prices.

### THE BURCH PLOW WORKS CO.

Crestline, Ohio

Successors to  
The International Mfg Co



## The Atlas Car Mover

The Car Mover With Power

When you put an Atlas under the wheels of a car there is never a question about moving it.

Compound Action Fully Guaranteed

The Best Car Mover on Earth

APPLETON CAR MOVER COMPANY

Appleton, Wisconsin

## GRAIN ELEVATOR BUILDERS

*For Concrete or Wood*

**Grain Elevators  
Feed Plants  
Corn Plants  
Coal Elevators**

**YOUNGLOVE** CONSTRUCTION CO.  
Sioux City, Iowa  
*30 Years of Practical Experience*

### FEED SYSTEM ENGINEERING

Feed Plant Designing  
and Equipping

Feed Formulas and Manufacturing  
Methods

**S. T. EDWARDS & CO.**  
110 S. Dearborn St. CHICAGO

**BIRCHARD**  
CONSTRUCTION CO.  
CONTRACTORS GRAIN ELEVATORS  
Mills and Warehouses  
Especially Designed for Economy  
of Operation and Maintenance  
704 Terminal Bldg. LINCOLN, NEB.

**D. F. HOAG & CO.**  
Designers and Constructors of  
**GRAIN ELEVATORS**  
Corn Exchange, Minneapolis

FOR  
**Concrete Elevators**  
**Townsend B. Smith**  
Designer and Builder  
Decatur, Ill.

**JONES-HETTELSATER CONST. CO.**  
Designers and Builders of  
GRAIN ELEVATORS and FLOUR MILLS  
706 Mutual Bldg., Kansas City, Mo.

**The W. H. Wenholz Construction Co.**  
309 E. 4th Ave., HUTCHINSON, KANSAS  
Contractors, Designers and Builders of  
Concrete or Wood Elevators  
JOBBER IN MILL AND ELEVATOR SUPPLIES

**EFFICIENT ERECTING CO.**  
We make plans and build up-to-date  
GRAIN ELEVATORS AND MILLS  
GEO. H. CRAIG  
386 120th Place, Blue Island, Ill.

**BALLINGER CONSTRUCTION CO.**  
BLOOMINGTON, ILL.  
Designers and Builders  
GRAIN ELEVATORS — FLOUR MILLS  
WOOD or CONCRETE

**L. J. McMILLIN**  
ENGINEER and CONTRACTOR of  
**GRAIN ELEVATORS**  
Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

**The Eberhardt Construction Co.**  
Engineers and Contractors  
Grain Elevators--Flour Mills--Warehouses  
SALINA, KANSAS

**THE SPENCER  
CONSTRUCTION CO.**  
Garrett Bldg.  
Baltimore, Md.

**A. F. ROBERTS**  
**ERECTS** ELEVATORS  
CORN MILLS  
WAREHOUSES  
**FURNISHES** PLANS  
ESTIMATES  
MACHINERY  
SABETHA KANSAS



Did you see the ad on the back of the  
January 10th issue of this Journal?  
We NOW have at all times  
Corrugated or Flat in either  
Armco Ingot Iron or Common Steel



**BUILDERS**  
OF  
**Modern Grain Elevators  
Grain Storage Tanks  
Mill Buildings  
Warehouses**

**THE RYAN CONSTRUCTION CO.**  
SCHUYLER, NEB.  
We build Modern Fireproof Grain Elevators  
Mill Buildings and Storage Bins  
SPECIAL ATTENTION GIVEN TO REPAIR WORK  
*Let Us Know Your Requirements*

For elevator and mill supplies we  
issue a net price catalog. If in  
the market write us for one.  
**WHITE ★ STAR ★ CO.**  
WICHITA, KANSAS

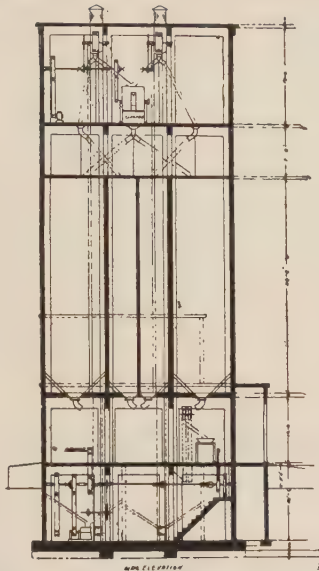
**W. C. Bailey & Son**  
Contractors and Builders of  
**Mills, Elevators and Warehouses**

We can furnish and install  
equipment in old or new ele-  
vators guaranteeing greater  
capacity with less power  
and positive non-chokable leg.

Cooper Bldg. Sunderland Bldg.  
DENVER, COLO. OMAHA, NEB.

**C. H. BENSON & CO.** Builders of Good Elevators  
FOR OVER THIRTY YEARS  
Corn Exchange Minneapolis

## GRAIN ELEVATOR BUILDERS



The care and study put into the design and construction of each Reliance Elevator assures the greatest economy in operation. Design No. 1000, side elevation of which is shown above, is especially adapted to the needs of the dealer requiring not over 20,000 bu. capacity. Write for particulars.

**Reliance Construction Co.**  
Board of Trade Indianapolis, Ind.

### AT LAST!

Fireproof Elevators at Reasonable Prices  
April 1st, 1923

10,000 bu. capacity.....	\$ 8,000-9,500
20,000 bu. capacity.....	9,500-10,800
30,000 bu. capacity.....	12,000-13,500
40,000 bu. capacity.....	14,500-16,500
50,000 bu. capacity.....	15,500-17,500

### Equipment Included

Blueprints and specifications from existing plans \$35. Attractive prices on wood elevators. Special plans drawn to order. Above prices dependent on market variations and local conditions.

**The Acme Architectural Engineers**  
Millikin Bldg. Decatur, Ill.  
Successors to  
MILLER, HOLBROOK, WARREN & CO.

## GEO. A. SAATHOFF

CONTRACTOR and  
ELEVATOR BUILDER

Mayer Hotel Peoria, Illinois

## Let The Star Engineering Company

design your new Elevator, or do your remodeling, and you will own a plant that is up-to-date in every particular. Our Engineering Department is at your service.

Write or Wire Us  
Wichita, Kansas

## FEDERAL ENGINEERING CO.

Designers and Builders—Grain Elevators, Mills and Warehouses  
TOPEKA, KANSAS

## MACDONALD ENGINEERING CO.

DESIGNERS AND BUILDERS OF  
GRAIN ELEVATORS

San Francisco Chicago New York  
149 California St. 53 W. Jackson Blvd. 90 West St.

## Your Individual Needs

are respected when your elevator  
is designed and built by

**W. H. CRAMER CONSTRUCTION CO.**  
NORTH PLATTE, NEB.

Write for Details of Our System

## HICKOK Construction Co. MINNEAPOLIS ELEVATORS

H. P. Roberts

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Designers and Builders of

MODERN MILLS and  
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Flour Mill and Elevator Machinery  
SPRINGFIELD, MO.

## HORNER & WYATT

Designers of

Flour Mills and Grain Elevators,  
Warehouses, Power Plants and  
Industrial Buildings.

Preliminary Sketches and Estimates,  
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306 McMillen Bldg., Kansas City, Mo

## BURRELL ENGINEERING & CONSTRUCTION CO.

DESIGNERS AND BUILDERS

ELEVATORS, FLOUR MILLS AND ASSOCIATED BUILDINGS  
327 South La Salle Street, CHICAGO, ILL.

## ANOTHER

DESIGNED AND

## THE MONOLITH

509 Mutual Building



## THORO-BRED

BUILT BY

## BUILDERS, INC.

Kansas City, Missouri

## Eikenberry Construction Co.

BLOOMINGTON, ILL.

We make a specialty of Designing  
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GRAIN ELEVATORS

## P. F. McALLISTER CO.

ENGINEERS AND CONTRACTORS

Grain Elevators, Driers, Coal Chutes

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BLOOMINGTON, ILL.

## JAS. H. BROWN CO.

R. J. Keehn, Supervising Engineer  
Minneapolis, Minn.

Designers and Constructors

Grain Elevators Flour Mills  
All Materials

We Also Do Repair Work

## THE GEER CO.

Designers--Builders

Elevators--Coal Pockets

Flour Mills

Grand Island, Nebraska

## Decatur Construction Co.

ENGINEERS AND BUILDERS

OF GRAIN ELEVATORS

760-762 Gushard Building

DECATUR

ILLINOIS

## Your Opportunity

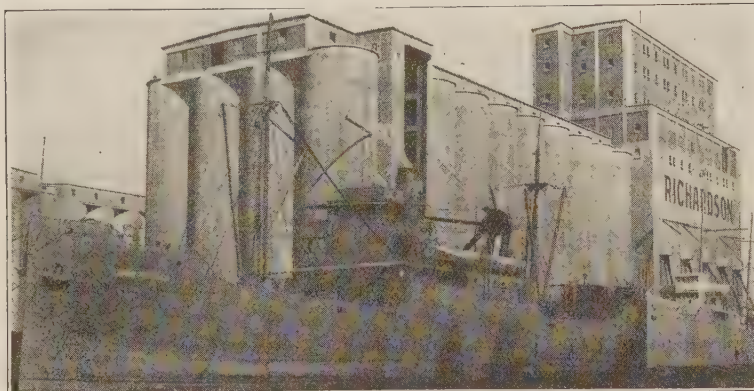
is here. Now is the time to  
let the elevator man know  
you want his business. Ad-  
vertise in the

Grain Dealers Journal

For whatever you wish to know  
about equipment or supplies used  
in or about a grain elevator ask the

Information Bureau

Grain Dealers Journal Chicago, Ill.



## One of a Group of Elevators

Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.  
The Saskatchewan Co-operative Elevator Co., Limited.  
The Grain Growers' Grain Company, Limited.

## THE BARNETT-McQUEEN COMPANY, LIMITED

*Designers and Builders of GRAIN ELEVATORS*

Offices: Fort William, Ont., Duluth, Minn., Minneapolis, Minn.

# Monarch Built Elevators

assure you economical design, first class work,  
efficient operation and **SATISFACTION**

*Let us submit Designs and Prices*

## Monarch Engineering Company BUFFALO, NEW YORK



## First Unit Municipal Terminals, City of Norfolk, Virginia, U. S. A.

This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

## Folwell-Ahlskog Co.

Engineers and Constructors

Chicago, Illinois, U. S. A.

## The Most Modern Elevator in the World



This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

## Four Stewart Link-Belt Grain Car Unloaders

*Every day in every way we are designing and building better and better Grain Elevators.  
We have built for many of your friends—Eventually we will build for you.  
Why not now?*

## James Stewart & Co., Inc.

Designers and Builders  
GRAIN ELEVATORS  
In All Parts of the World

Grain Elevator Dept., W. E. Sinks, Manager  
1210 Fisher Building, Chicago, Ill.



**Buenos Aires Elevator Co.'s Terminal**  
Buenos Aires, Argentina

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*Grain Elevator Engineers*

108 South La Salle St.  
CHICAGO, ILL., U. S. A.

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Calle Maipu 639  
BUENOS AIRES

## FEGLES CONSTRUCTION COMPANY, Limited

Engineers, Contractors

General Offices

Minneapolis and Fort William



We have the following plants under construction, all fireproof and of advanced design. The Best Is None Too Good for Owners Like These: State of New York, Brooklyn, 2,000,000 bu. elevator and shipping galleries (illustration). State of North Dakota, Grand Forks, 2,000,000 bu. elevator and 3,000 bbl. mill. Archer-Daniels Linseed Co., Buffalo, ½ million bu. elevator and a real marine tower. Pillsbury Flour Mills Co., Atchison, Kan. ¼ million bu. elevator—Finest milling elevator in America. N. M. Paterson & Co., Ltd., Ft. William, Ont., ¼ million bu. storage.

**CHECK**  
your reductions of pounds to bushels by using

**Clark's Carload Grain Tables**

New edition revised and enlarged.

GRAIN DEALERS JOURNAL  
Chicago, Illinois

## John K. Thompson Company

Engineers—Builders

**Grain Elevators, Feed and Flour Mills  
Industrial Plants**

We have associated with this organization men with practical operating experience as well as men with technical training and construction experience.

This insures economic and efficient design, resulting in low operating cost.

We will be pleased to furnish preliminary plans and estimates or to help out with operating difficulties.

2816 So. Michigan Ave.

Chicago, Ill.

## SEND US YOUR INQUIRY

We have the most complete organization in the Northwest for the construction of

**GRAIN and COAL  
ELEVATORS**

**T. E. Ibberson Company**  
MINNEAPOLIS, MINN.

## Wagon Loads Received

A book for the use of country grain buyers in keeping a record of grain received from farmers. Some dealers record oats receipts in front and corn receipts in the back of book; others use a separate book for each kind of grain.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380. Price, \$2.75

**GRAIN DEALERS JOURNAL**  
309 South La Salle St., CHICAGO, ILL.

## Record of Cars Shipped

This double page form is designed especially for country shippers in keeping a complete record of each car of grain shipped from any station or to any firm, may be kept by themselves under the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

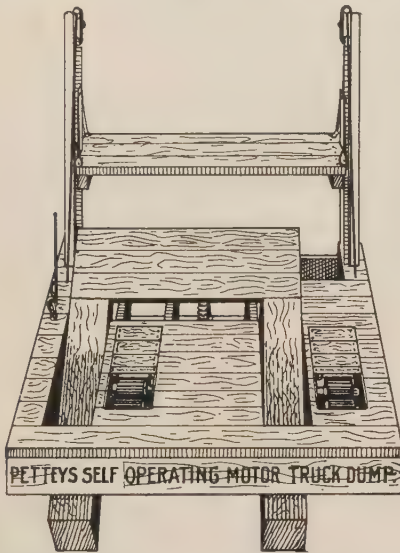
The book is 9½x12 inches, and contains 160 pages of edger paper 29 lines to each page, and has spaces for recording the foregoing facts regarding 2320 carloads. It is well bound in strong boards with leather back and corners.

Order Form 385. Price, \$3.00.

**GRAIN DEALERS JOURNAL**

309 S. La Salle Street, CHICAGO, ILL.

## Petteys Self Operating Motor Truck Dump



Saves Time  
Saves Operating Expense  
Always Ready

Does not require any changes in your driveway.

Does not interfere with your wagon dump.

Costs less for service given than any truck dump on the market.

Write for prices and literature

W. A. Petteys Elevator Machine Co. Wilcox, Neb.



**BAD ORDER CARS** cause the loss of many hard earned dollars to shippers of grain and seed.

**MUCH OF THIS LOSS** can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected. **KENNEDY SYSTEM** of car liners prevent leakage in transit and we make Car Liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

**WILL YOU NOT** give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

The Kennedy Car Liner & Bag Co.  
Shelbyville, Indiana  
Canadian Factory at Woodstock,  
Ontario

# SULPHUR

Highest quality for bleaching grains. Guaranteed 99.5% pure and entirely free from arsenic. Quick shipment from mines or nearby stocks.

## TEXAS GULF SULPHUR COMPANY

### GENERAL OFFICES:

41 E. 42nd St.  
New York  
N. Y.

### MINES:

Gulf  
Matagorda County  
Texas

### WESTERN REPRESENTATIVE:

F. W. Lewis  
7 So. Dearborn St.  
Chicago, Ill.

If you want to install an elevator leg that will elevate double the amount of grain of any leg you may know of; do it more quickly; more cheaply; with less attention; ask for information on the

## HALL SPECIAL LEG



When installed under our specifications we guarantee beforehand its capacity and non-chokability to be tested in your plant before settlement. Call for Circular "F."

## THE HALL SIGNALING DISTRIBUTOR

in an ordinary country elevator increases the available bin capacity, the handling capacity and the operator's efficiency fully one thousand bushels per day.

Hall Distributor Company, 222 Sunderland Building, Omaha, Nebr.

### CONE-SHAPE GRINDERS

**It PAYS to GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." B. W. Wall, Jacobshurg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue. G.  
N. P. BOWSHER CO., SOUTH BEND, IND.

- First in Enterprise!
- First in Advertising!
- First in Circulation!
- First in News!

The Grain Dealers Journal

When writing advertisers mention the Grain Dealers Journal, of Chicago which works to improve your trade conditions. By so doing you help it and your own business.

# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion.

## ELEVATORS FOR SALE.

40,000 BU. GRAIN ELEVATOR at \$13,500. H. Fricke, Jr., Madison, Nebr.

**EASTERN NEBRASKA** terminal elevator in first class shape; well located. Address 50A13 Grain Dealers Journal, Chicago, Ill.

**EASTERN KANSAS**—20,000 bu. elevator and side lines; making money, good territory. \$12,000. Address 50F13, Grain Dealers Journal, Chicago, Ill.

**CENTRAL MISSOURI**—Good 12,000 bu. elevator; also good side lines. Population 400. First-class school. Address 50C8 Grain Dealers Journal, Chicago, Ill.

**INDIANA**—15,000 bu. cribbed iron clad elevator on private ground in central Indiana. Good coal, flour and feed business as side lines. Address 50E12, Grain Dealers Journal, Chicago, Ill.

**WILL SELL** all or half interest in Ill. elevator. Good territory; doing good business. Owner wants to retire. Address 50F32 Grain Dealers Journal, Chicago, Ill.

**COLORADO SPRINGS, COLORADO**, elevator and grain business, established in 1901. To settle estate will sell two-thirds interest or all, cheap. Address 50D6 Grain Dealers Journal, Chicago, Ill.

**CENTRAL KANSAS**—Elevator and small feed house. 15,000 bu. capacity, new iron covered with modern machinery. Good wheat territory. Located on the C. R. I. & P. R. R. Address 50F24, Grain Dealers Journal, Chicago, Ill.

**MINNESOTA**—Three electric power grain elevators, coal shed at one station and Milwaukee road in Renville county, Minn. Easy terms and a bargain. J. R. Stewart, 1022 Flour Exchange, Minneapolis, Minn.

**INDIANA**—16,000 bushel electrical equipped elevator in Central Indiana. House and machinery is A1. Galvanized siding, a good grain point and side lines. Price \$10,000. Address 50B14 Grain Dealers Journal, Chicago, Ill.

## PUBLIC SALE APRIL 25TH, 1923

Modern elevator, 8,000 bushel cap., sided with elevator siding; Monitor cleaner, Richardson automatic scales, wagon dump, wareroom connected 70x30. Feed grinder, office fixtures, etc. R. B. Stumph, Recvr., Croton, Licking Co., Ohio.

**ELEVATOR FOR SALE**—If you do not find the elevator you want advertised, place your wants in the "ELEVATORS WANTED" section and you will receive full particulars regarding many desirable properties not yet advertised.

**INDIANA**—Elevator practically new near Indianapolis, doing good business in grain, coal, flour and feed. No competition and excellent territory. Price \$11,000. Five thousand dollars cash, balance easy terms. Address Reep & White, owners, 691 Board of Trade, Indianapolis Ind.

**INDIANA**—60,000 bus. cribbed elevator in Northwestern Indiana in fertile Kankakee Valley. Elevator is iron clad, fully equipped with dryer and cleaning machinery. One of the best elevators in Indiana. One competitor. Will sell worth the money to settle estate. Address 49Z17 Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

**MINNESOTA**—The Iona Farmers Elevator and equipment, Iona, Minn., for sale. Address O. F. Swanjord, Receiver, Slayton, Minn.

**CENTRAL ILLINOIS** electric power elevator—hay barn—coal sheds—office—scales—warehouses, etc. Price \$6,000.00; good town; four railroads. Address Box 406, Altamont, Ill.

**E. NEBR.**—Elevator, electrical power, A1 shape, cap. 20,000 bu. Station handles from 4 to 700,000 bu. annually. Write for particulars. 50D16 Grain Dealers Journal, Chicago, Ill.

**NORTH CENTRAL OKLAHOMA**—6,000 bu. elevator; good working condition, clean competition. Priced worth the money if taken at once. 50F15, Grain Dealers Journal, Chicago.

**OKLAHOMA** elevator for sale cheap. Doing good business. Retail business strictly cash. Good territory. Address 50A6 Grain Dealers Journal, Chicago, Ill.

**INDIANA**—15,000 bu. cribbed elevator, iron clad, on private ground in southern county seat. Good grain, flour and feed business. Address 48C23, Grain Dealers Journal, Chicago.

**CENTRAL KANSAS**—6,500 bu. cap. elevator situated in good territory in Central Kansas. All local coal trade; feed, flour and field seeds. Price \$7000. Address 50E18, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS ELEVATOR FOR QUICK SALE.** 16,000 bu. elevator on private ground; electric power, coal sheds, office, wagon scales in good condition. Write for price, 50C11 Grain Dealers Journal, Chicago, Ill.

**COLORADO**—Terminal elevator at Denver. Everything new and up to date. Owing to sickness will sell for about one-third of replacement cost. Terms to responsible party. You can't afford to pass this up. Address 50F19, Grain Dealers Journal, Chicago, Ill.

**WISCONSIN**—15,000 bu. cap. elevator, cribbed bins, good motors, scales, etc. Doing \$75,000 annually; seed, flour, fuel, feed and feed grinding business in connection. Also 7-room house and half acre land. Address 50C12 Grain Dealers Journal, Chicago, Ill.

## 25 ILLINOIS ELEVATORS.

All located in the Corn Belt. Prices ranging from \$7000 to \$25,000 handling from 100,000 to 300,000 bu. together with side lines such as coal, feed, lumber, etc. Also lumber yard and hardware. Write me what you want and what you would invest. C. A. Burks, Elevator Broker, 250 N. Water, Grand Floor, Decatur, Ill.

**BARGAIN IF TAKEN AT ONCE:**—Someone's always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property; to enlarge your present interests, or embark in the grain business USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## ELEVATOR & MILL FOR SALE.

### FOR SALE

**MIXED FEED PLANT AND TERMINAL ELEVATOR ON MISSOURI RIVER**

**MILL**—Modern and completely equipped—practically new machinery—electric and steam power—individual motors for each unit—brick building—six acres of land.

**ELEVATOR**—100,000 bushel capacity—track scale—good shipping facilities—LARGE WAREHOUSES—well located.

**A BARGAIN—PRICED TO SELL QUICK**  
O. E. Engler, 915 City Nat'l Bank, Omaha, Nebr.

**MILL AND ELEVATOR**, one of the finest in the state of Michigan. Modern buildings, new mill, on 3 R. R., private track to door. Office and 10 room residence detached, also large garage and boiler room. Steam and electric power. Well established, and doing very good flour and feed business. Present capacity 50 bbl. New mill bldg. constructed last summer to increase to 300 bbl. capacity. A complete plant, well located in very good farming, dairy and stock raising community. May consider part trade if good equities can be had. If you are seeking something good and can handle as large a proposition as this, it will prove its value. One of the nicest flour and feed mills in Michigan. Inquire Stephen Abel, Jr., 22 Quincy St., Chicago, Ill.

## ELEVATORS WANTED.

**WANTED** good elevator. Give complete description and information. Address 50C27 Grain Dealers Journal, Chicago, Ill.

**WANTED**—Elevator in North Central Iowa. Will trade my equity in well improved 80 acre farm located 2 miles from town Northern Iowa. Address 50D22 Grain Dealers Journal, Chicago.

**WANT TO RENT OR BUY** 2 or 3 country grain elevators in Minn., North Dak., or Eastern Montana. Give full particulars and competition. Address 50D25 Grain Dealers Journal, Chicago.

**WANTED**—Grain elevator in Northwestern Ohio, Northeastern Indiana or Southern Mich. Must show good business and priced right. Address 50E1 Grain Dealers Journal, Chicago.

**WE HAVE** a section of land, part under cultivation, located 3 miles from Rolla, Kansas, a good grain point on the Santa Fe in Morton Co., to exchange for a good elevator. Address 50F29, Grain Dealers Journal, Chicago.

**STOP! READ! THINK!** This advertiser writes—"Your service brought me 24 replies." We can do the same for you. Don't wait, write NOW.

## ELEVATOR BROKERS.

### CLAYBAUGH-McCOMAS

#### Offices

Frankfort, Ind. Indianapolis, Ind.  
223 B. of T. Bldg. 601 Board of Trade

If you want to buy, sell or trade an elevator write us at either address.

**ALWAYS HAVE ELEVATORS** For Sale in the Grain Belt of Illinois and Eastern Indiana. If you are in the market write me fully and I will try to satisfy you.

JAMES M. MAGUIRE.

432 Postal Tel. Bldg., Chicago, Ill.

## BUSINESS OPPORTUNITIES.

**FOR SALE**—Hardware store and building in small town. \$36,000 or more business a year. Address 50D4 Grain Dealers Journal, Chicago, Ill.

**WANT TO HEAR** from owner having elevator or other business for sale. State cash price and particulars. John J. Black, 57th Street, Chippewa Falls, Wisconsin.

**ONE-THIRD INTEREST** in company operating two elevators in best section of Montana, for sale to party who can assume management of one of the plants. Profitable side line, and wholesale merchandising business in connection. Desirable living conditions for family man. Address 50F26 Grain Dealers Journal, Chicago, Ill.

## MILL FOR SALE.

**FLOUR MILL**—250 bbl. capacity roller mill. A-1 condition. Good live farming community and town. Write the First National Bank, Lidgerwood, N. Dak.

**FOR SALE**—Flour, feed and buckwheat mill. Water power. 50 bbl. cap. Fine farming country; draws trade from 20 miles in all directions. Reason for selling, failing health. Box 38, Marion, Mich.

**OHIO**—100 barrel mill for sale. Fully equipped; 60 H. P. kerosene engine, steam engine, etc. Reason for selling, want to devote our entire attention to elevator and feed business. Write for further particulars, 50D15 Grain Dealers Journal, Chicago, Ill.

**THE BEST WAY** to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

## OFFICE APPLIANCES.

**SAFES**—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

**YOU MAY BE MISSING SOMETHING** AN ILLINOIS elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

## BAGS—BAGGING—BURLAP.

**1200 SECOND HAND COTTON GRAIN BAGS** for sale, 16 oz. 25c each, f. o. b. St. Louis. Large or small lots. Foell & Co., 123 Market St., St. Louis, Mo.

**BURLAP BAGS OF EVERY KIND FOR SALE**; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago.

## HELP WANTED.

**WANTED** experienced grain buyer for Minnesota. Must talk German. Give experience, references, salary. Box 21, Watertown, S. D.

**WANTED AT ONCE**, manager for 50,000 bu. Northwestern Indiana elevator. Prefer a man who will take some stock. Address 50E15, Grain Dealers Journal, Chicago, Ill.

**WANTED** experienced elevator man to take charge of flour mill elevator—capacity 500,000 bushels. Located in good city of 60,000; fine homes, good churches and schools. The Ansted & Burk Company, Springfield, Ohio.

## MISCELLANEOUS.

**FOR SALE**—40-50 pound Howe Scale weights in good condition. Chas. Love, Macon, Ill.

## DUPLICATING SCALE TICKETS.

Books containing 300 original tickets and 300 duplicates, 75c per book. Six books your own firm name, etc., on each ticket, \$7; 12 books \$10; 24 books \$16. Write for samples. Specialists in duplicating and triplicating forms. Tribune Printing & Binding Co., Hicksville, Ohio.

## HOW TO FORECAST THE PRICE OF WHEAT

New booklet by Prof. Weston showing how to forecast the price of wheat by means of cycles in the records. Gives over 600 years of wheat record; charts; explanatory write-up of the famous cycle system; charted forecasts for future years; very clear. Price \$5. Circular on request. Address L. H. Weston, Brightwood Station, Washington, D. C.

## SCALES WANTED.

**WANTED**—A 10 to 15-ton platform scale. Address 50E3, Grain Dealers Journal, Chicago, Ill.

**SCALES WANTED?** We sold our scales thru an ad in the Journal and had a sufficient number of inquiries to sell two dozen.—E. K.

## SCALES FOR SALE.

**FOR SALE AT REDUCED PRICE**, new Richardson latest type ten bushel automatic scale. J. P. Gibbons Grain Co., Kearney, Neb.

## DYNAMOS—MOTORS.

## MOTORS AND GENERATORS.

Large stock of new and second hand electric motors and generators at attractive prices. Used machines thoroughly rebuilt and backed by a positive guarantee.

V. M. NUSSEBAUM & COMPANY,  
Fort Wayne, Ind.

## SAMPLE ENVELOPES.

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of very heavy manila for strength and durability and to withstand hard usage. Special folding method for closing envelope. Have a limited supply to sell at \$2.50 the hundred, f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.

## SITUATIONS WANTED.

**WANTED** position with line or farmers' elevator, seven years' experience, best of references. Address 50F11, Grain Dealers Journal, Chicago, Ill.

**POSITION** as manager of elevator. Five years in grain and sidelines. Indiana territory preferred. Married; references. Address 50C5 Grain Dealers Journal, Chicago, Ill.

**MANAGER** elevator, coal, flour and feed or as solicitor. Thirteen years' experience. Iowa preferred. Available now. Address 50E6, Grain Dealers Journal, Chicago, Ill.

**EXPERIENCED MAN** wants position with Farmers' or Independent elevator. Can handle lumber and all side lines. Have shown results. Good bookkeeper. Best of references. Address 50F6, Grain Dealers Journal, Chicago, Ill.

**GRAIN MAN WITH 12 YEARS' EXPERIENCE** wants position as manager farmers or independent elevator. Understand books and side lines. Married; references. Address 50E16, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Position with grain firm by married man; reliable, understand inspecting and sampling grain, also protein testing. High school education; good reference. Address 50E22 Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** as manager of grain elevator in Kansas, four and one-half years' experience; understand bookkeeping and side lines. Can furnish best of references. Employed at present. Address 50F9, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** by experienced grain man as manager of Farmers Elevator or Line Elevator, or will take position as asst. to manager for good Farmers company. Experienced in handling side lines. Address 50F31 Grain Dealers Journal, Chicago, Ill.

**WANTED** position in traffic department with grain or milling company. Have had ten years' experience in railroad offices handling all kinds of tariffs, and eight years' grain experience. Kansas or Oklahoma preferred. Address T. F. Jameson, 509 West 3rd St., Coffeyville, Kans.

**EXPERIENCED MAN** wants position as elevator foreman. Large mill elevator preferred. 12 years' experience with best of references. Can do own repair work. Position must be permanent, with opportunity for advancement, good for proper man. Can start at once. Address 50E2, Grain Dealers Journal, Chicago, Ill.

**WANTED** position as manager of grain elevator, any kind that pays good money, anywhere south or west; California preferred; any time after May 15th—possibly before. Ten years' experience handling grain and side lines. Must be town with good high school. Best of references. Five years present position. Address 50F5, Grain Dealers Journal, Chicago, Ill.

## ENGINES FOR SALE.

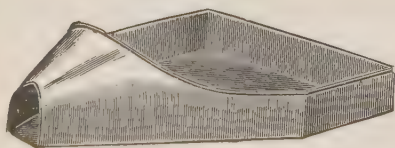
**FOR SALE**—1 25 h. p. I. H. C. oil engine, good repair. Priced reasonably. Installing electric power. A. E. Young, Ravenna, Mich.

**FOR SALE**—One 25 h. p. Fairbanks-Morse kerosene stationary engine. Good condition. Sell cheap. Lon McCorkle Elvtr. Co., Clifton Hill, Mo.

**FOR SALE**—60 h.p. Worthington Diesel engine, used three months; 3,000 bu. capacity Ellis Drier; 29 h.p. boiler and much shafting, pulleys, etc. Our flour mill partly destroyed by fire and being dismantled, reason for selling. The Wadsworth Feed Co., Warren, Ohio.

**70 H. P. FOOS OIL ENGINE** for sale at reasonable price. This engine is in daily operation at our mill, but as we contemplate installing electric power, we are anxious to dispose of this engine. If interested, please call here, or write us for full information. T. A. Saunders & Son, Milton, Wis.

## GRAIN SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities. Seed Size, 1½x9x11", \$1.80. Grain Size, 2½x12x16½", \$2.15.

Send All Orders to

**GRAIN DEALERS JOURNAL, 309 So. La Salle St., Chicago, Ill.**

## MACHINES WANTED.

**WANTED**—Gravity Cleaner. Give particulars and price. Northern Seed & Nursery Co., Ipswich, S. D.

**WANTED**—Second-hand attrition feed mill, good condition, 220 volts, 60 cycle, 3 phase A. C. Quote best cash price; advise size. Address 50F23, Grain Dealers Journal, Chicago, Ill.

## INVESTMENT.

**THE LARGEST STOCKHOLDER**, who is president and general manager of a prosperous mill and elevator company in Southern Illinois doing a nice milling, jobbing, wholesale and retail business, desires to devote more of his time to personal interests, so will offer his stock for sale. \$25,000.00 will handle it. Terms if desired. 50F20, Grain Dealers Journal, Chicago.

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These books are slightly soiled and shelf worn. To close them out promptly we are offering them at greatly reduced prices.

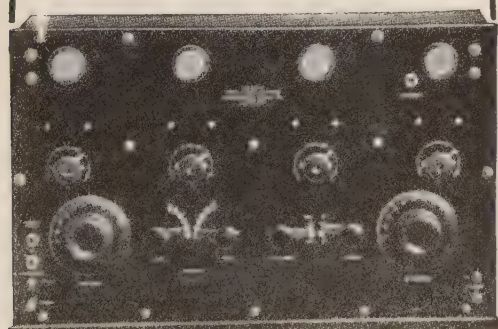
**One No. 4—Storage Receipts**, for keeping record of grain stored for farmers. Contains 47 receipts and 47 stubs. Prevent misunderstandings, avoid disputes, law suits and losses by using receipts. Get this book; it's a bargain. Hurry! Sale price, 35c. Include postage to your postoffice. Order "No. 4 Special."

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GRAIN DEALERS JOURNAL,  
309 South La Salle St., Chicago, Ill.

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Our equipment is guaranteed to give absolute satisfaction or money refunded.

Confidence is the cornerstone of our business success.

Write or wire for information.

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**WESTERN MILL SHELLER** for sale with 6 ft. sacking elevator. Cap. 60 bu. per hour. Never used. \$120 takes both. Scott Milling Company, Knobel, Ark.

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One No. 24 Western Sheller.  
Good condition.  
GUILD GRAIN CO.,  
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**FIBER CLAD WIRE ROPE** for sale, for car shovels; cast or plow steel. Manila rope, buckets and everything in elevator supplies.

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Prompt Attention. Quick Shipments

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Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

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One 65 h. p. Centre Crank steam engine with 80 h. p. high pressure boiler (new). Also double cylinder Snow Pump and all pipe connections. In first class condition. Address Farmers Union Co-op. Ass'n, Maple Hill, Kansas.

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**WANTED** Cane Seed for feed purposes. Hales Milling Company, Milwaukee, Wis.

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**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

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FOR

## Carlot Grain Handlers

**Davis Interest Tables**: Show interest on any amount of money, at any rate of interest for any number of days, without any figuring. The most complete set of tables published for figuring interest. Price \$1.50.

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**Baugh's Grain Export Calculation Tables** is a new book published to overcome the inadequacy of existing tables in these days of wide fluctuations in commodity prices and exchange rates. Book is arranged by commodities, wheat, corn, oats, rye, barley, peas and oil cake, each section covering all the countries involved. Book is well printed on ledger paper, having 104 pages, bound in flexible leather. Price \$15.00.

**Triplicating Confirmation Blanks** will enable you to avoid disputes, differences and prevent expensive errors. Space is provided on our Confirmation Blanks for recording all essential conditions of each trade. You retain tissue copy, sign and send original and duplicate to customer. He signs both and returns one. Fifty confirmations in triplicate, bound in press-board with two sheets of carbon, size 5½x8 inches, 90 cents. Order Form No. 6CB.

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Loaded into car—initials and number, seal numbers, at ..... station on ..... date; billed shipper's order; notify ..... draft for \$.....; made through ..... bank of ..... to apply on sale of ..... bushels made.....

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GRAIN DEALERS JOURNAL,

309 So LaSalle St., Chicago, Ill.

## KEEP POSTED

## GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

..... bus.

State.....

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## SEEDS FOR SALE—WANTED

WE HAVE Nebraska grown alfalfa and sweet clover seed, also timothy, alsike, red clover, brome grass, blue grass, rape seed, etc., etc.

CAMPBELL SEED HOUSE, Seward, Nebr.

FOR SALE a few cars Sorghum seed, Texas Red Top or Sumac, orange and amber; car Highland alfalfa, also Milo, Maize, Kaffir, Fetereta dwarf and Standard Broom corn seed. H. S. Darr & Co., Lakin, Kans.

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CHOICE, re-cleaned, tested, home grown Medium Clover. Priced to sell quick. Pfeiffer Elevator Co., Durand, Wis.

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All varieties Cane Seed, Millet.

Car lots or less; wholesale.  
BURR CLOVER FARMS  
Originators of Early Southern Burr Clover  
Rock Hill, S. C.

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CHICAGO, ILL.

WE BUY AND SELL

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Ask for Prices  
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FIELD AND GRASS SEEDS

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Buy and Sell Red, White and Alsike  
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**North American Seed Co.**  
WHOLESALE GRASS & FIELD SEEDS  
Milwaukee, Wisc.  
"THE HOUSE OF QUALITY"

**ED. F. MANGELSDORF & BRO.**  
Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder  
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First and Victor Streets

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## MINNEAPOLIS SEED CO.

MINNEAPOLIS, MINN.

We are Buyers and Sellers of—TIMOTHY-CLOVERS-MILLETS  
Grass Seeds and Seed Grains  
Send samples for bids Ask for samples and prices

IMPORTERS EXPORTERS  
**GRASS and  
CLOVER SEE D**  
Buyers and Sellers of Timothy, Red Clover,  
Alsike, Alfalfa, White Clover, etc.  
**NUNGESSER-DICKINSON SEED CO.**  
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Tell us what you  
need for your  
Grain Elevator  
and we'll tell you  
where to get the  
latest and best.

## INFORMATION BUREAU

Grain Dealers Journal, 305 So. La Salle St.,  
Chicago

## Clark's Double Indexed Car Register

for car lot dealers

Is a record book designed to afford ready reference to the record of any car number. Facing pages 11x15½" of heavy ledger paper are each ruled into five columns, those on the left-hand page being numbered 0, 1, 2, 3 and 4; while columns on the right-hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record."

The marginal index figure represents the right hand or unit figure of the number entered; and the column heading the second or tens figure. So that the required number can always be instantly found if properly entered.

Form 40 contains 42 pages, bound in heavy canvas covers with spaces for registering 13,200 cars. Price, \$2.00. Weight 1¾ lbs.

FORM 42 contains 72 pages, bound in art canvas covers with spaces for registering 21,600 cars. Price, \$3.00. Weight 2¾ lbs.

Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.

## Field and Grass Seed Trade Directory

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Manglesdorf Seed Co., The, wholesale seeds

### BALTIMORE, MD.

Buffington & Co., John J., field seeds

Wm. G. Scarlett & Co., wholesale seed merchants.

### BUFFALO, N. Y.

Whitney-Eckstein Seed Co., wholesale seeds.

### CHICAGO, ILL.

Dickinson Co., The Albert, seeds.

Illinois Seed Co., The, grass and field seeds.

### CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

### CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

### COUNCIL BLUFFS, IOWA.

Ouren Seed Co., wholesale seeds and grain.

### CRAWFORDSVILLE, IND.

Grabbs Reynolds Taylor Co., grass and field seeds.

Crawfordsville Seed Co., seed merchants.

### INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

### KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.

Tobin Seed Co., alfalfa—bluegrass.

### LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain and field seeds

Louisville Seed Co., clover and grasses.

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Courteen Seed Co., field seeds.

Kellogg Seed Co., field and grass seeds.

North American Seed Co., wholesale grass & field seeds.

Teweles Seed Co., L., seed merchants.

### MINNEAPOLIS, MINN.

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Minneapolis Seed Co., field seeds.

### NEW YORK, N. Y.

Nungesser-Dickinson Seed Co., wholesale seed merchants

### ST. LOUIS, MO.

Agricultural Seed Co., cow peas.

Manglesdorf, Ed. F. & Bro., wholesale field seeds.

### ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

### TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, popcorn.

Flower Co., The S. W., seed merchants.

Hirsch, Henry, wholesale field seed.

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**ALFALFA  
TIMOTHY RED TOP**  
Agricultural Seed Company  
Main & O'Fallon Sts. St. Louis, Mo

### HAY WANTED.

**SHIP YOUR HAY**  
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192 N. Clark St. CHICAGO, ILL.  
Good Sales—Prompt Returns

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Wholesale  
**FIELD SEED**  
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Specialties  
Red Clover, Timothy  
Alsike  
**TOLEDO**  
OHIO

Alfalfa, Blue Grass, Clover,  
Sudan, Millet and Cane  
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Missouri Grown Blue Grass  
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*We are now prepared to accept orders for both*  
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Incorporated  
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**RED TOP AND ORCHARD GRASS**  
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OF ALL VARIETIES

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**HENRY HIRSCH**  
Wholesale Field Seeds  
Clover—Alsike—Timothy—Alfalfa  
*Our Specialty*  
All Other Field Seeds  
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**The Toledo Field Seed Co.**  
Clover and Timothy Seed  
Consignments solicited Send us your samples  
TOLEDO, OHIO

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and in fact all grain men who are  
wide awake and on the alert to  
get onto all the ins and outs of the  
grain business, subscribe for and  
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Clovers—Timothy,  
Grass Seeds, Seed  
Grains, Fodder  
Corn, Millets

We have a full line of all  
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Samples Submitted

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MINNEAPOLIS, MINN.

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RECLEANED & REFINED

For Field, Lawn or Golf

## THE ALBERT DICKINSON CO.

Headquarters to the Trade

PROPRIETORS AND DISTRIBUTORS OF THE PINE TREE BRAND

CHICAGO

“THE MARKET PLACE”

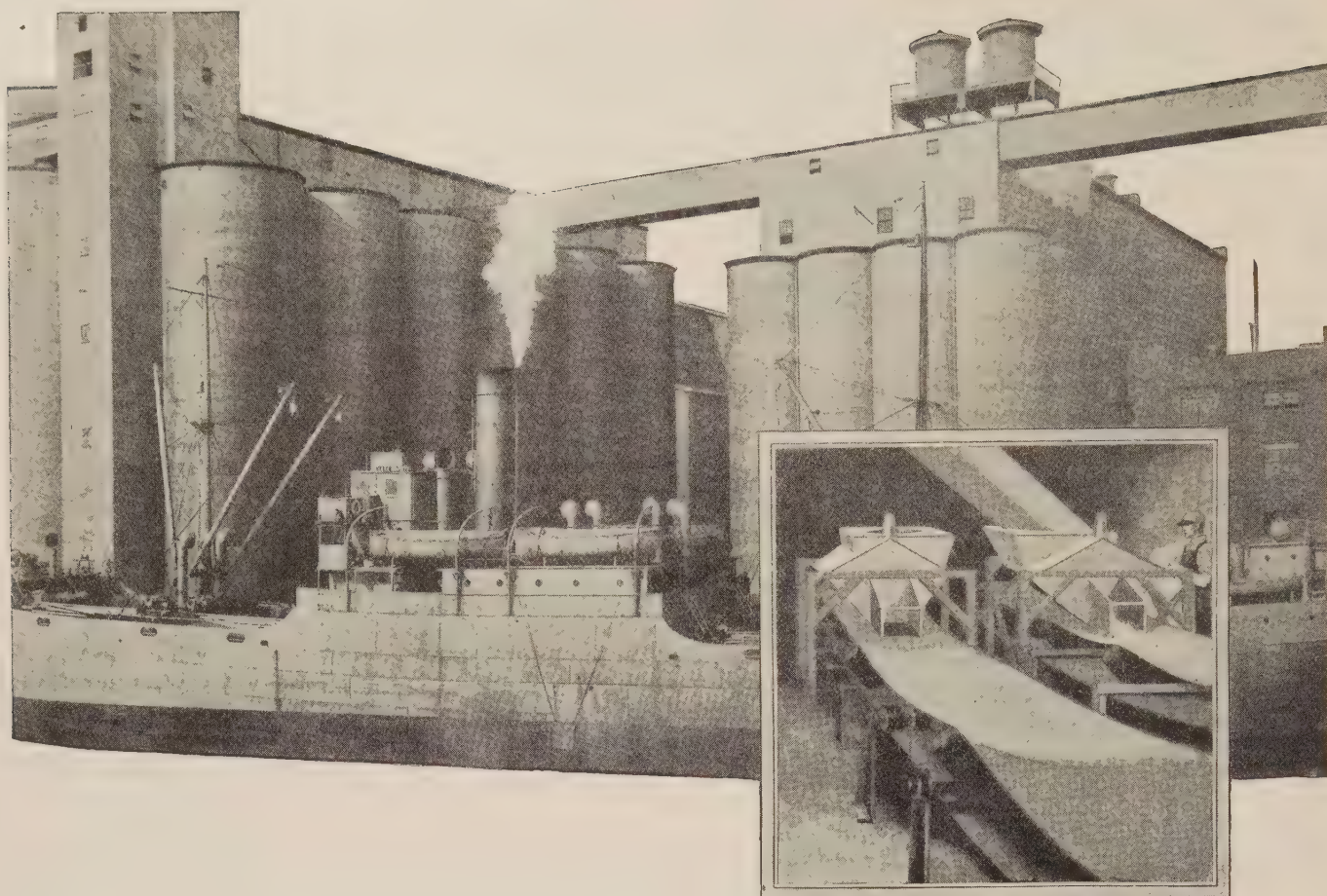
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Any and Every Kind

*Car-lots or Less*

**THE NEBRASKA SEED CO.**

Omaha, Neb.



## When the Boat waits on the Belt

A belt out of commission! That's when demurrage charges begin to eat the heart out of profit. A belt that renders unbroken service soon pays for itself in a grain elevator.

Goodrich engineers developed "Carigrain" and "Legrain" Belts to give the grain elevator depend-

ability. Goodrich builds permanent efficiency into them.

Immune from the changing conditions of dampness and dryness they are age-resisting, and fulfil season after season of unbroken service.

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# Goodrich

## "Legrain" and "Carigrain" BELTS

## GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.25; to Canada and Mexico, prepaid, \$2.75.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, MARCH 25, 1923

MANY old time grain dealers are buying run down elevators at half their war time valuations. Relief from the grain dealing itch is obtained only by getting back into the business.

MANY MERCHANTS eager to secure a little new business are actually saying, "Thank you!" and meaning it. Others are trying to induce their employees to assume the same attitude toward all customers. True appreciation has always helped to win new customers and hold old ones.

SO MANY firms have failed or withdrawn from the grain business, it would seem possible for those remaining to realize a larger measure of success if they only apply themselves assiduously to their part of getting grain to market. The man who gives up and stops trying cannot expect to succeed; while he who confronted with difficulties doubles his efforts, also doubles the prospects of success.

KANSAS feed manufacturers will be pleased to know that it will no longer be necessary to tag their products; but under the new law, every brand of commercial feeds must be registered, when sold within the state, with the state Board of Agriculture. The registration fee as heretofore will be \$1.00 per every brand. In this connection it is pleasing to note that some legislative bodies are coming to appreciate that license, fees, tags, and the burdensome regulations placed on any industry must ultimately be paid by the producer and the consumer, because every manufacturer is forced to accept such expenses as a fixed portion of his overhead.

FREIGHT RATES are too high according to some of the farm agitators; a fact all grain shippers complained of ages ago. When Congress takes its hands off the railroads and permits them to employ labor at a reasonable compensation, they may be able to effect some reduction in freight rates; but surely no reduction can be expected so long as the Railroad Labor Board keeps wages at three and four times pre-war figures.

GRAIN DEALERS can help to make the tilled acreage of their section more profitable to their farmer patrons by seeing to it that they have prime seed that is sure to germinate and thrive. The country elevator operators' profits depend on a large volume of business. By conferring with farmer patrons and making an effort to secure desirable seed that will assist the farmer to rotate crops advantageously, the grain dealer will promote the farmer's interest as well as his own.

ARBITRATION is constantly enlarging its scope. At Pittsburgh, Pa., Mar. 22, the National Wholesale Lumber Ass'n adopted a code of ethics providing for compulsory arbitration of differences between lumber wholesalers, middlemen and the public. Altho the number of grain dealers enrolled on the roster of the Ass'n is greater than in former years the number refusing to arbitrate is comparatively nil, the only recent case being reported in the Indiana news items of this number.

THE CO-OPERATIVE MARKETING Bill has been successfully rushed thru some legislatures, and in none seems to have provoked so much opposition as in Illinois, where the compulsory clause drew fire of the real friends of the farmer, who would like to give him a chance to get out of a bad bargain. The president of the Chicago Live Stock Exchange told the legislators that some men joined the co-operative movement the same as many men joined the Ku Klux Klan. "They didn't know what they were getting into and were glad to get out."

BANKERS and business men of St. Paul and Minneapolis have been traveling over the Northwest holding meetings in the important cities in hope of impressing upon farmers the fact that the United States has been producing a great surplus of wheat and urging upon farmers of the spring wheat section to plant at least 1,000,000 of their spring wheat acreage to flax and also to adopt more business-like methods in operating their farms with a view to reducing the cost of production. It is indeed fortunate that such advice comes from men outside the grain trade. General merchants who are posted have long appreciated the folly of producing any commodity in excess of the demand, and it is generally understood by all intelligent citizens that wheat is a world commodity which we sell to Europe in competition with India, Argentina, Australia and Canada and the price of the entire crop is influenced principally by the volume of our surplus and the eagerness of Europe to buy it. When the wheat growers of the world are able to take a more comprehensive view of their market and the factors controlling the prices we may expect a more intelligent direction of their efforts in producing farm crops.

SOY BEANS continue to gain friends as soil rejuvenators. It behooves country elevator operators to equip themselves to handle this product advantageously. No doubt a good market will be found for the beans when enough of them are produced to supply a continuous demand. It is barely possible that some country elevator operators who have feed grinding equipment can work off a small stock of these beans by mixing them in with other feeding ingredients. The soy bean does so well on worn out soil, it is rapidly gaining favor in new districts.

OWNERS of Kansas elevators located on railroad right-of-way are deeply indebted to Secretary Smiley of the State Association for securing the enactment of a law which will place a perpetual check on those railroads which are disposed to charge an exorbitant rental for elevator sites on railroad right-of-way. While the Iowa law has not yet received the approval of the United States Supreme Court, the lower courts have approved of it and no doubt the Kansas court will take the same position; so hereafter disputes between elevator owners and railroad companies over what constitutes a fair rental for ground site, must be submitted to the State Public Securities Commission for arbitration. Such a requirement is surely reasonable.

FIRE EXTINGUISHERS when placed at every convenient point about the plant, greatly reduce the fire hazards of grain elevators. Frequently we receive letters from country elevator operators who have been overjoyed to receive first hand proof of the value of ever ready apparatus for extinguishing fires in their incipency. The Blue Rapids Mill & Elevator Co. of Blue Rapids, Kansas, writing under date of March 22nd, says: "The fire in the attic over our office which is attached to elevator, was caused by a defective flue. We easily controlled the fire with fire extinguishers and a few pails of water; so that the damage will not exceed \$100.00. You can not beat extinguishers for fire fighting early in the game." When all elevators are equipped with such apparatus, few day-light fires will do much damage.

THE FARMERS Nat'l Council finds it necessary to dole out publicity regarding its great activities in behalf of the grain producers of this country occasionally in order that it may not be forgotten and lose the support of real dirt farmers. One of the latest pieces of bunk sent out from Washington is that this "influential organization" has begun informal conferences with the members of embassies and legations to develop the best method of exporting American farm products. A director of the council insists that the War Finance Corporation will extend credit necessary to foreign organizations to buy the farm products. While the propositions presented by the different propagandists at Washington and elsewhere who have long been preying upon the farmers are all impracticable, they serve the purpose of the wild schemers to get the farmer's coin and that is all they care about. They have no real desire or intent to help the farmer in any way.

TELEPHONE rate reduction is a thing of the remote future, if the last word is that of Vice President Hall of the American Telephone & Telegraph Co. in reply to Henry L. Goemann, chairman of the transportation committee of the Grain Dealers National Ass'n, declaring that earnings are only slightly in excess of 6 per cent on the cost of the property. It is with reluctance we admit the courts have held a public utility is entitled to dividends on the cost of replacing the property if that is greater than the first cost. On the other hand, who would like to have the long distance telephone system break down as the railroads have done because unfriendly and restrictive regulation has discouraged capital from investment in rolling stock and permanent way improvement?

FEDERAL TRADE COMMISSION reversals by the courts come as often as the victims of the Commission's erroneous orders appeal to the higher authority. It is fortunate, indeed, that there is a higher authority; but how much better would it be if there was no Federal Trade Commission. In the latest case, that of the Mennen Company, the U. S. Circuit Court of Appeals held that when a group of retailers has formed a co-operative buying organization to buy on a scale as large as that of the wholesaler they do not in their co-operative form become a wholesaler, but their classification is determined by how they sell, and as they sell as retailers their ass'n is a retailer and not entitled to wholesale price from the manufacturer. The court further held that the Commission's activities are properly limited to suppressing business methods that restrict competition.

### The Legal Rate of Freight.

Losses sustained as the result of erroneous quotations of freight rates must be borne by the shipper unless he is able to obtain redress from the Interstate Commerce Commission after the shipment has been made. The commission has ruled that under the law the only legal rate is that provided in the tariff filed with the commission and any deviation from that rate is illegal and hence will not be upheld by the commission. For this reason it would seem important that every grain shipper consult different officials of the road over which he routes his grain in the hope of getting dependable information regarding the legal rate on each shipment.

It is not probable that many railroad officials would intentionally misinform would-be shippers, but some cases have come to light where all the evidence seemed to bear out the conviction that the misinformation was intentionally given. It is somewhat difficult for the average grain shipper to determine from existing tariffs what is the legal rate, so all are largely dependent upon the railroad officials for the legal rate.

In their eagerness to obtain heavy shipments over their own lines freight solicitors are occasionally tempted to quote a rate under the legal rate. Doubtless such an offense would lay the freight solicitor open to the charge of swindling the shipper because he is unwittingly drawn into a losing proposition. So many complaints of losses due to erroneous quotations of rates have come to us during recent months it would seem time for the trade to take a united stand against this burdensome inefficiency or trickery.

### Booking Future Trades Without Margins.

Central market receivers would not think of accepting an order from strangers or men of unknown responsibility for grain futures without the prompt deposit of earnest money or securities that would insure the fulfillment of the contract. But when it comes to accepting orders for cash grain either for future sale or purchase they simply close their eyes and grab at everything in sight.

This recklessness naturally encourages many irresponsible buyers and sellers to enter into contracts which they know they may not fulfill and which they have no intention of attempting to fulfill unless the market favors them. Loose practices in many sections of the trade invariably assist and encourage the trickster and the sharper to take advantage of these lax methods to prey upon the unwary.

It has been but a few years since many Western corn shippers suffered heavy losses because of the inability of Eastern buyers to accept and pay for the delivery of corn which they had bought some six to eight months previously. At that time it was thought that this lax practice would be forever banished, but it has returned and as a result a number of receivers overly eager for business have had their bank accounts badly scorched. No merchant can afford to lend his credit to irresponsibles for speculative purposes.

### Railroad Abandonment.

During recent years a number of interurban electric lines have been abandoned with dire results to small towns and grain dealers who erected elevators along those lines. Last year several steam lines were abandoned and this year other and longer lines are being abandoned.

The Interstate Commerce Commission has just granted the C. P. & St. L. R. R. permission to abandon Interstate and foreign commerce traffic. This line through governmental interference and regulation of wages has declined into a desperate condition from which the receivers can offer no hope of recuperation. The case of the Missouri and North Arkansas line is similar and it is now being operated at a loss. If the government persists in having such a large say in the management and operation of railroad properties with the result that all excepting a few of the larger lines are operated at a loss the people will be called upon to pay the great expense of the politicians' interference with industry.

For several generations the demagogue and the self-seeking politician have gained votes and office through the misrepresentation of railroad problems. The people have given a ready ear and encouraged the lawmakers to do their worst with the natural result that railroad managers now have so little to say regarding the operation of their lines that many railroads are operated at heavy losses. If the railroads are to be maintained in prime working condition then the owners must be encouraged and permitted to manage their own properties in a way that will bring a return on the investment that will fully justify improvements and a continued operation. Wrecking railroads just for the privilege of keeping Congress full of demagogues is decidedly expensive.

### The Dillon Plan of Marketing Grain.

It is very evident from the different letters we have received in regard to the Dillon Plan of giving the farmer free storage, advancing money and giving the rise of the market, can not be indulged in with safety. While our different correspondents hold varied opinions, all express some doubt as to any one being able to follow the plan year after year successfully. It might prove profitable on some crops, but on others it would net the operator nothing, and it might lead to heavy losses.

If other readers find new points of merit in the plan, we would appreciate it very much if they would give our readers the benefit of their convictions.

### The Country Dealer's Opportunity.

In this number will be found several articles relating to the speculative conditions of the marketing of the country's grain crops. It would seem that if the country elevator operators would read carefully and become thoroughly posted regarding the advantages of our system of marketing the farmers' crops, they could pass the information on to their farmer patrons, to the profit of the farmer, to the disadvantage of the sowers of discontent and to the advantage of themselves.

The great discontent which has been manufactured among the farming communities during the last five or six years has been due largely to misrepresentations of the promoters who are inspired by self-interest. All this has worked to the disadvantage of everyone identified with the marketing of grain; and hurt the farmer more than anyone; yet most of them have not yet appreciated this fact.

When all the country elevator operators are fully familiar with all the different marketing machinery and its various activities in the establishment of grain values and in the transfer of grain from the country elevator to distant consumers, they will be in a position to check-mate the nefarious work of the loud-mouthed agitators and promoters, and help to bring peace and contentment to the farmers and the grain trade.

### Pooling Wheat a Fizzle.

Pooling wheat does not appear to have been profitable for the farmers participating in any of the pools; and there seems to be little prospect of any new pools being formed on the coming crop. In the Northwest, the farmer members of the wheat pool are voting against its continuance; and elevator managers who are aware of the results obtained are showing members how they lost money last year by trying to market their produce through pools.

The great difficulty with the grain pools is that no one was in a position to be held responsible for the losses of the members; and it made no difference financially to any of the pool managers whether the members lost or gained. So, in their lackadaisical attitude, it was next to impossible for the pool members to get near as much for their grain as they would have done had they marketed it through the regular established dealers.

The promoters of the pooling schemes do not worry over the failure of the membership to realize a better price from the pooled grain. They feel confident that they will continue to get the farmers' money by some other scheme just as impractical as the pool. The report of a Montana elevator operator, whose letter is

published in this number, is a fair reflection of the experience of other elevator operators who have handled pooled grain.

## The Co-operative Marketing Bill.

The co-operative marketing bill introduced in seventeen different state legislatures this winter was passed with little opposition by the Indiana agricultural bloc, but was quickly vetoed by Governor McCray, because he was convinced that the grain growers of the state would be much worse off with such a law on the statute books than at present.

The promoters of this marketing bill surely have unlimited gall; ignoring all blue sky laws, they rush to the state legislatures with a bill designed primarily to force grain growers to intrust them with the marketing of the products; and sad to relate, some of the legislatures are eager to comply with their request.

The bill represents the most brazen attempt to deprive the grain producers of the established methods of marketing grain, ever attempted.

If the farmers who are supposed to benefit from the proposed legislation do not soon awake, the unprincipled schemers will have their farms and equipment as well as their grain.

## Banish the Wood Shingle.

Each month brings us so many specific reports of wood shingle roofs of country elevators being set on fire by sparks from passing locomotives that one would almost suspect that elevator owners who cover their houses with roofs of combustible material really wish and expect them to catch on fire.

All fire insurance companies now grant an attractive credit for roofs constructed of non-combustible material so the only excuse left for placing the spark inviting curled wood shingle on top of a grain elevator is the ease with which men may be obtained for properly installing it. It is true the average carpenter can only lay a wood shingle so it will turn water, but the same individual is a dismal failure at laying an iron roof.

The fact that so many iron roofs fail to keep water out of the grain does not prove that roofs constructed of iron can not be made water tight. One successful builder of the Northwest who generally has many crews employed in erecting and repairing elevators, never permits his carpenters to do any iron work and the natural result is that its iron working crew put on the iron so it stays and turns water for years.

If one elevator builder can construct roofs of non-combustible material so they can be depended upon to turn water over long periods, then all should be able to do so. The wood shingle roof is the most expensive roof to install on an elevator, even though it doesn't result in a fire, because the elevator owner must pay 50c a \$100 more for all his fire insurance than if his roof was constructed of non-combustible material and the proper placing of iron siding will earn the property owner another reduction of 10c per \$100 of insurance.

Without any doubt, wood shingles is the most expensive fire hazard tolerated about country elevators today and it is in order for the grain elevator owners to join with the fire insurance companies and the railroads in removing this danger from their properties.

## Recovery by Shipper for Loss in Transit.

The Court of Civil Appeals of Texas on Jan. 31 denied a rehearing and affirmed the decision of the Randall County Court against the Panhandle Grain & Elevator Co., Amarillo, Tex., in favor of Tom Dowlin for a shortage on a car of wheat Dowlin had loaded at Canyon, Tex.

Dowlin sued the Grain & Elevator Co., also the Panhandle & Santa Fe Railway Co., and the Chicago, Rock Island & Gulf Railway Co., alleging, in substance, that he sold to the grain company 78,546 pounds of wheat, for which the grain company agreed to pay him \$2.02 per bushel; he delivered the wheat to the Panhandle & Santa Fe Railway Co. at Canyon, Tex., which company accepted and agreed to deliver to the grain company; that the Panhandle & Santa Fe Railway Co. thereafter delivered the wheat to the Rock Island & Gulf Railway Co. on its transfer at Amarillo; that the cars furnished by the Panhandle & Santa Fe Railway Co. were old, the doors were old and leaky, and upon arrival of the wheat at the elevator of the grain company there was left only 72,480 pounds of the shipment; that he was unable to say whether the loss occurred while in possession of the Panhandle & Santa Fe or the Chicago, Rock Island & Gulf, but there was a loss of 6,066 pounds of wheat between the time it was delivered to the Panhandle & Santa Fe and its delivery to the Panhandle Grain & Elevator Co.; that the wheat had been sold to the Grain & Elevator Co. for \$2.02 per bushel, whereby defendant had been damaged in the sum of \$204.22; that the amount was long past due and unpaid, and carriers, who often requested, had failed and refused to pay any part thereof.

In the alternative defendant in error alleged that if he was mistaken in charging that said 6,066 pounds of wheat was lost by said carriers, then, as heretofore set out, he alleges he sold 78,546 pounds of wheat to the Grain & Elevator Co., and that it had agreed and promised to pay him \$2.02 per bushel; that it had paid him for all of said wheat except 6,066 pounds, which was of the value of \$204.22, and altho past due and unpaid and who often requested, the grain company has failed and refused to pay it or any part thereof. He prayed for judgment against the carriers and in the alternative that, if the court should find the carriers had delivered the wheat to the grain company, then he prayed for judgment against the grain company in the sum of \$204.22.

The court said: Where cars leak and scales are subject to suspicion and wheat has been transferred from one car to another, there is, of course, great difficulty in fixing the exact amount of loss chargeable to the several parties at fault, but difficulty in determining this matter is not sufficient grounds for setting aside the findings of jurors who heard all the testimony and are better able to make an estimate than an appellate court. It is true that the judgment does not in terms dispose of all the issues as between all the parties.

The court excluded the testimony of Hunter, an officer of the grain company, to the effect that, because of the delay in transporting the car by the Panhandle & Santa Fe Railway and because of its damaged condition upon its arrival at the grain company's elevator, the loss resulted. If this evidence had been admitted it would not have shown any controversy between Dowlin and the grain company. On the contrary, its effect would have been to show that Dowlin had a cause of action against the carrier and not the grain company. Its exclusion, therefore, was not prejudicial.

Objection was made to oral evidence of several witnesses and to certain written evidence, presumably office records and scale tickets, tending to show that the scales used by the Grain & Elevator Co. varied materially in registering weights from the weights registered by other scales which witnesses had testified were accurate. The testimony was admissible at least in part, and the objection was to the whole of it. The accuracy of scales or any other machinery may be shown by comparing their operation with others of the same general character, which the evidence shows to be accurate.—247 S. W. Rep. 873.

## Price Fixing.

Legislation tending to fix the prices at which private property shall be sold, whether it be a commodity or labor, places a limitation upon the distribution of wealth, and is aimed at the correction of the inequalities of fortune which are inevitable under our form of government, due to personal liberty and the private ownership of property. These principles are embodied in the Constitution itself, and to interfere with their freedom of operation is to deprive the citizen of his constitutional rights. In other words, regardless of public sentiment or popular demand, such a radical change, if deemed necessary, should not be accomplished by legislative enactment or judicial interpretation, but by way of amendment in the orderly way provided. \* \* \*

The police power cannot be employed to level inequalities of fortune. Private property cannot, by mere legislative or judicial fiat, be taken from one person and delivered to another, which is the logical result of price fixing. \* \* \*

Coming now to the consideration of the vindication of the act as a proper exercise of the police power, we are of the opinion that it cannot be upheld. High wages do not necessarily tend to good morals or the promotion of the general welfare. The standard of virtue and morality is no higher among the prosperous than among the poor. Their worth cannot be measured in dollars and cents, or promoted by a legal subsidy.

Never have wages been so high as since the outbreak of the late war, and never in the history of the republic has crime been so universal; and this condition, it must be conceded, has made a like unfavorable impression upon the morals of the people.—From decision of Justice Van Orsdel against women's minimum wage law of the District of Columbia.

A BILL to give state aid to stock and grain exhibitions and making an appropriation for the purpose has been introduced into the Wisconsin legislature by Assemblyman Smith. The bill was referred to the Committee on Agriculture.

The Grain Credit Company has been formed in Germany with a capital of 1,000,000,000 marks for the purpose of advancing money to merchants to enable them to make larger purchases of grain. The government is supporting the organization.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. & N. W. 92590 passed thru Haverlock, Ia., Mar. 22 going east and leaking yellow corn at door. Door was bulged or broken.—J. L. Miller, mgr., Farmers Co-op. Grain Co.

C. M. & St. P. 61866 passed thru Otterbein, Ind., Feb. 28, eastbound on local train, leaking wheat on north side of car over the rear trucks. No time to make repairs.—F. E. Samuel, Farmers Elevator Co.

Soo Line No. 23226 was in derailment at Lehr, No. Dak., Feb. 3. Hole was bumped in one side close to end and car was leaking mixed durum. Car was set out, presumably for repairs.—E. Dorheim, Jenner Elevator.

C. & N. W. 104470 was leaking yellow corn from a hole near center of car, when a train stopped at Marsh, Ia., Jan. 30. I boarded the hole so it would leak no more, but more than a bushel had escaped while car stood still.—C. M. Bolon, mgr., Marsh Farmers Elevator Co.

### Young Gold Mine.

You have a gold mine right before you if you only knew it. The best place to look for pay ore is right in front of you. Dig. How much better off all of us would be if we would tackle our present work in the spirit that the gold prospector seeks his precious metal. Look for your gold mine in the job you are doing now, in the town where you are living. It is there, dig for it.—F. H. Tanner, Columbus, O.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Recovering for Erroneous Rate Quotation?

*Grain Dealers Journal:* I received over the telephone from the traffic department of a certain railroad a rate on a carload lot of hay. On arrival of the car I found that the freight charges were more than the rate furnished me by the traffic department. Will the Journal kindly advise if I have redress from the railroad company under the above conditions?—Eugene H. Suerken, Erie, Pa.

**Ans.:** The traffic department of a railroad has no authority to give a rate lower than called for by the schedules. It would be rebating if the railroad failed to collect the higher rate shown by the schedules, and punishable by fine.

Quotations of rates furnished by officials of the roads are not binding, and shippers cannot collect damages from the railroad or its officials for quoting an erroneous rate.

If shippers specify when the shipment started and points of origin and destination, they will be given a rate on the shipment that already moved on application to Geo. B. McGinty, sec'y Interstate Commerce Commission, Washington, D. C., and if on that basis they were overcharged they can recover by making claim.

### Demurrage.

*Grain Dealers Journal:* I sold two cars of grain to a Chicago grain company and billed the cars to shipper's order. I billed myself, notified myself and drew drafts on the Chicago company for 90 per cent of the amount due. The company took up both drafts several days before one car arrived and two days before the other arrived. The cars arrived and stood around, accruing track storage charges and demurrage while the railroad company was trying to locate the owner. The amount due was \$110 which the company charged to me.

Should I stand for this amount being charged to me in view of the fact they had possession of the cars?—L. K.

**Ans.:** When the delay in unloading is due to failure of the shipper to give address the shipper is properly chargeable with the demurrage accruing.

The National Car Demurrage Rules and Charges, published for nearly all lines by B. T. Jones, agent, Chicago, Am. Ry. Ass'n Tariff Bureau, provide in Rule 2, Section B, paragraph 3:

"At Chicago, Ill., on all grain held in transit subject to federal or state inspection, and on seeds, field or grass, grain screenings or seed screenings, held in transit, subject to recognized official inspection, free time for disposition will expire at 6:00 p. m. of the day that inspection is reported by the inspection authorities on or before 11:00 a. m. No additional free time will be allowed for reinspection or appeal. The bulletin form of notice may be used in lieu of written notice of arrival to the consignee."

Under the foregoing rule demurrage starts altho the cars are in the possession of the carrier.

It is advisable for shippers to have the name of the party taking up the drafts appear on the B/L as the notify party at the point of destination, as customary.

### Big Increase in Denver's Trade.

At the annual stockholders' meeting of the Grain Exchange Ass'n, held Mar. 12, at the Metropole Hotel, Denver, Colo., Sec'y C. B. Rader read a report showing that 10,183 cars had passed thru the Exchange during the fiscal year ending Feb. 28. This is a large increase over previous year, 8,005 cars having been moved into the market and 2,178 moved out. A remarkable feature is the increase of practically 45% in corn receipts during the year and an increase of 80% in the oat receipts. This is very gratifying and shows that Denver is rapidly becoming a coarse grain market.

The Exchange is devoting much time and attention to procuring equitable freight rates that will permit a free movement into the market, and some of the changes already procured are responsible for the increase in receipts. The feeders in Northern Colorado and Southern Wyoming consume large quantities of corn which accounts for the large movement thru Denver, and this, together with the demand West-Bound in Southern California, has helped to stimulate the Denver market and increase the receipts. At the present time Denver is working for certain adjustments that will influence additional coarse grain thru this market as well as wheat.

The Exchange is an organization of grain men and milling firms located in Denver, Colorado and Nebraska and was incorporated in 1912. Its officers feel proud that within that space of time the receipts at the Denver market show such amazing increases.

The success of the market is due largely to the fair and equitable manner in which the members of the Exchange treat the country shipper and they have been educated to know that on grain consigned to Denver, the Exchange will see that returns are made promptly and that their grain will receive proper attention.

J. W. Conley was elected pres. for the ensuing year.

THE Millers National Federation will hold its annual meeting in the Blackstone Hotel, Chicago, Ill., Thursday and Friday, April 12 and 13. Sessions will open at 10 a. m. Reports of officers and com'ites will be read on Thursday and any other matters brought before the meeting will be considered on Friday.—A. P. Husband, sec'y.

### Grain Inspection Investigation.

The Grain and Hay Exchange of Cincinnati and the Produce Exchange of Toledo will hold a meeting soon to discuss the direct shipment of grain from non-inspection country points to non-inspection consuming points, which grain is sold by grade without official inspection.

The practice works a hardship on Toledo and other markets. Solicitor Finch of the Grain Division of the Dept. of Agriculture will be present to meet the representatives of exchanges and recommend remedies. More meddling in business by Federal bureaucrats. When were the grain receivers adjudged incompetent to handle their own business?

### Obtain Nitrates for Fertilizer from Air.

German scientists have evolved an electrical method of obtaining nitrates for fertilizers from the air, reports J. W. T. Mason. Nitrates now valued at \$100 can be obtained at a cost of \$4 under the new process and when it is perfected the cost will be but 20 cents.

United States farmers use \$2,000,000,000 of fertilizers per year and the same amount in the form of nitrates from the air would cost but \$4,000,000 when the process is perfected. Enormous electric plants to generate as high as 70,000 h.p. are being built by the Germans for use in securing the nitrates.

### Petition Members to Disband Growers Ass'n.

The board of directors of the Washington Wheat Growers Ass'n will soon receive a petition signed by members and started by Swan Olson, wheat grower in Whitman County, to have a referendum vote of members taken to determine whether the ass'n shall dissolve or shall be conducted three more years.

Many of the members, numbering thousands thruout Washington, Oregon and Idaho, are dissatisfied with the marketing ass'n and Mr. Olson believes that a referendum vote such as he suggests will prove conclusively that growers do not wish to pool their grain any longer.

In 1920 many of the growers had their wheat ready for market before the long downward slump in the market, and as they saw the market go lower each day and were unable to sell, they became more and more dissatisfied. In 1922 the growers received an average of 81½ cents per bushel for their wheat, while the pool managers and promoters pulled down more than ever for their personal use. The observing farmers are beginning to understand that wheat pools are organized primarily to promote the interests of the promoters regardless of the welfare of the grain growers.

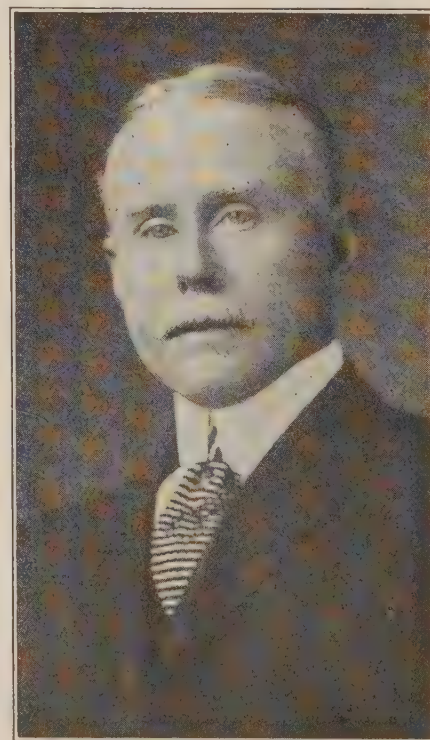
### Caleb Harlan Canby Dies.

Pneumonia caused the death of Caleb Harlan Canby March 14 at the age of 67. He was head of C. H. Canby & Co., Chicago, for many years and also served two terms as pres. of the Chicago Board of Trade.

He was born in Stark County, Ohio, in 1856 and in 1883 engaged in the produce business on the New York Produce Exchange. In 1890 he came to Chicago and joined the Board of Trade, and in 1898 became a member of both the Chicago and the New York Stock Exchanges. In 1914 to 1916 he served the Board of Trade as president and while doing so waged a vigorous fight against closing the exchanges during the war.

The following year he gave up the stock business and devoted his time solely to the grain business.

He is survived by four sons, Caleb H., Jr., Joseph L., Lloyd and Stuart M. Canby, and one daughter, Mrs. W. B. Kerr of Syracuse, N. Y.



Caleb Harlan Canby, Chicago, Ill.  
Deceased.

## Baltimore to Have Additional Elevator Facilities.

Embargoes against additional grain shipments to Atlantic ports have been in force so much of the time since the crop of 1922 started to move, the amazing wonder is that every railroad carrying grain to the Atlantic seaboard has not already contracted for improved grain storage and handling facilities so as to relieve the thousands of box cars long detained for warehouse purposes to transport more of the grain congesting western markets. Some roads have exhibited enough interest to formulate tentative plans and ask the approximate costs, but it has remained for the B. & O. R. R. to call in experienced designers of terminal grain elevators and having perfected plans and specifications for what represents the last word in grain elevator construction, arrangement and equipment to ask for bids for the erection of the four million bushel elevator illustrated herewith. When completed, this new, up-to-date house will place Baltimore in the lead of the ports open all year around.

The new house will be fireproof thruout and contain no combustible material. It will be arranged to receive and handle expeditiously a maximum amount of grain with a minimum expenditure of power and labor. The contents of cars will be dumped into the four receiving sinks in track shed and rushed to the boots of receiving legs having an elevating capacity of 25,000 bus. per hour. Large capacity conveyor belts, garners, scales and legs will expedite the rapid handling of grain from cars to the holds of ocean steamers.

The new plant will consist of a working house with track and unloading shed, a drip shed, a storage house, drier house, dust house, transformer station, shipping galleries to and on piers 6 and 7 and marine tower with return gallery so grain can be received from bay boats. Eight No. 6 Hess driers and eight No. 12 double shoe compound shake warehouse separators, 2 No. 10 oat clippers and screenings separators will facilitate the cleaning and improving of grain.

The working house with its 22 legs and numerous small bins will be 61x240 ft. Its bins will be 87 ft. deep.

The storage house will be 208x224 ft. Its 182 cylindrical bins will have an inside diameter of 15'4" with walls 6" thick and 96' high. Each will have a capacity of 13,570 bushels, while the 153 interstice bins will have a storage capacity of 3,400 bus. Three of the interstice bins will be extended above roof of storage house to ventilate the basement and reduce the dust explosion hazard.

It is encouraging to note that all concrete surfaces, including both the inside and outside of bin walls, shall be properly pointed and finished absolutely smooth so as to obtain a better than ordinary finish. All interior con-

crete surfaces, also curtain walls and partition walls in the working house, storage house and drier house, shall be painted with three coats of an approved paint which shall have a gloss or enamel finish. The designers have striven to make it difficult for dust to lodge on the walls and easy to remove what does cling to any surface.

The 118 electric motors and the 50,000 feet of rubber belting will be so arranged as to transfer the contents of the house to ocean steamers laying at the berths in quick time so as to avoid demurrage for delayed vessels.

The work will be under the direction of H. A. Lane, Chief Engineer of the B. & O. R. R. Co., with L. P. Kimball, B. & O. Engineer of Building, having immediate supervision, and L. A. Stinson acting as Consulting Engineer. The designers, the Jno. S. Metcalf Co., have given out plans and specifications for the attractive house illustrated herewith and bids must be in by April 3rd, the desire being to have the new house ready to help handle the 1923 crop.

PRIZES and premiums will be offered to exhibitors at the Russian Agricultural Exposition to be held at Moscow, Russia, August 15 to October 15. Grains, beans, flax, sugar beets, etc., will be among other farm exhibits.

THE Grain Products Export Ass'n has filed papers for incorporation for the purpose of engaging in the exportation of corn syrup, corn sugar and corn starch in bulk. The Corn Products Refining Co. and the American Corn Products Export Ass'n are members.

ARGENTINE'S wheat is usually quoted in kilos per hectolitre, as the test weight. Expressed in pounds per bushel, these are as follows, on this crop according to the part of the country the grain comes from: North, 61¼ lbs., south, 64 lbs., west, 62½ lbs., Pampa, 65¼ lbs. The general average is 63¼ lbs.

EXPORTERS of agricultural products and representatives of agricultural organizations are requested by Sec'y Hoover of the Dept. of Commerce to serve on a commission to be formed to investigate the foreign trade situation with regard to agricultural products. Congress appropriated \$500,000 to conduct an investigation into the prices of raw materials abroad and the agricultural investigation will come under that appropriation.

C. H. GUSTAFSON, former pres. of the U. S. S. G., Inc., in an address to the Farmers Educational and Co-operative Union of Nebraska, said that "while the grain growers company is not dead, as many believe, it is mighty weak at this time." Following his address he resigned as pres. of the National Co-op. Co. of Nebraska which was incorporated two years ago to promote a co-operative grain terminal at Omaha.

## Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

April 17, 18. Western Grain Dealers Ass'n at Sioux City, Ia.

April 25, 26. Missouri Grain Dealers Ass'n, Kansas City, Mo.

May 15, 16. Illinois Grain Dealers Ass'n at Chicago, Ill.

May 16-17. Kansas Grain Dealers Ass'n at Topeka, Kan.

May 22, 23. Grain Dealers Ass'n of Oklahoma at Oklahoma City, Okla.

May 25, 26. Texas Grain Dealers Ass'n at Ft. Worth, Tex.

June 8, 9. American Feed Manufacturers' Ass'n at St. Louis, Mo.

June 27-29. American Seed Trade Ass'n at Atlantic City, N. J.

June 20, 21. Ohio Grain Dealers Ass'n, Cleveland, O.

July 24, 25, 26. National Hay Ass'n, West Baden, Ind.

Oct. 1, 2 and 3. Grain Dealers National Ass'n, at Des Moines, Iowa.

THE annual convention of the American Ass'n of Cereal Chemists will be held at the Hotel Sherman, Chicago, Ill., June 4 to 9. The Ass'n of Operative Millers will also hold its convention at the same hotel the same week, but sessions will be arranged so as not to conflict.

## Annual Convention Western Grain Dealers Ass'n.

The Annual Convention of the Western Grain Dealers Ass'n will be held at Sioux City, Ia., Tuesday and Wednesday, Apr. 17 and 18.

It is intended to arrange the program to provide for general discussion of the practical suggestions relating to the conduct of the business and the operation of the country elevator.

The following subjects will be included: Cost of operating country elevators; railroad leases; car distribution rules; railroad claims; reinspection and appeals; federal and state warehouse laws, particularly with reference to the States of Iowa, South Dakota and Nebraska; terminal market radio broadcasting; use of chemical disinfectants; crop conditions; fire insurance hazardous conditions of elevator construction and housekeeping; installation of electric power, wiring and equipment; and installation of radio equipment.

The Sioux City Board of Trade is arranging to provide elaborate entertainment to include a smoker on the evening of the 17th and a banquet on the evening of the 18th.



B. & O. R. R.'s Proposed 4,000,000-bu. Fireproof Elevator for Baltimore.

## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Paid Dearly for Pooling Wheat.

*Grain Dealers Journal:* I believe all grain elevator operators, who handled wheat for the pool last year, paid the farmers who sold their wheat on delivery much more per bushel for each grade than the pool paid for the same wheat. I know of one manager who paid all comers 16 to 21 cents more per bushel than his own stockholders received for their pooled wheat.

So long as elevator operators neglect to show up the losses of the grain growers from pooling they make it easy for the pool promoters to prey upon the farmers. Elevator operators who handled pool wheat shud speak up.—Montana.

### Death of Indiana Marketing Bill.

*Grain Dealers Journal:* Senate Bill 325, the marketing bill, is dead.

This much talked of Senate Bill was passed by a large vote of each House, by reason of the Farmers Bloc supporting it. The Governor having declined officially to receive it, it's dead and he deemed it proper to give an explanation of his views on a few of the outstanding features of the measure.

Governor McCray's suggestion with reference to the producer's confidence is in point but might be enlarged on to the extent that if the promoters had formulated a workable plan and one of merit they would not have felt impelled to provide for an iron-clad agreement with all kinds of statutory penalties to induce their patrons to stick to it, for if it was a source of profit, or even gave promise of profit or benefit to the contractors, the prospective benefits would have been sufficient to hold them to it, but of course if the contract and the scheme were not practicable or likely to be profitable the farmers would probably abandon it, hence the drastic provisions to hold them. The real American idea of business is that it should be conducted on a competitive basis in an unrestrained field and if so conducted, by intelligent people, the inducement lies in the prospective profits and benefits. It is quite the universal idea that men are not made good by restrictive laws and business cannot long be compelled on unprofitable or false basis.

This bill was doubtless drafted at the instance of promoters outside of the Legislature and while entitled "A Bill for an Act authorizing the organization of associations for the cooperative marketing of farm products," should better have been entitled, "A Bill for an Act to authorize parties to organize associations to exploit theories and methods for getting money from farmers without restriction or reasonable safeguards," as did the U. S. Grain Growers, Inc., under the guise of advancing their interests by such legislation. On its face it in effect condemns the alleged purpose, since it has to have the criminal code behind it to prevent the sunlight of honest analysis and criticism.

Whatever real grievances the producers may have or even think they have are infinitesimal compared with the possibilities incident to the dangerous features of this Bill should it have become a law and advantage taken of its loosely drawn provisions, by men for the advancement of their selfish purposes.

In explanation of their purpose to vote for the measure some men said they had agreed to do so, but it was a dangerous and even vicious measure. So it seems to have received its impetus from the outside or bloc agreement and understanding rather than from the action of Senators and Representatives based on their

deliberate judgment.—Chas. B. Riley, sec'y Indiana Grain Dealers Ass'n, Indianapolis, Ind.

### Injured Employee Disregarded Warning.

*Grain Dealers Journal:* The article in the Journal Mar. 10, page 321, on "Liability for Personal Injury," does not give both sides of the case.

A way was provided whereby the injured man could have gotten on top of the sheller in safety when a choke did occur; and means were always provided to do the relieving so it was never necessary for any employee to put himself in any danger; but some of the men that have worked in the elevator have chosen to relieve the condition with the hand.

The employees at the elevator have been told always to stop the machinery in case of a choke, to protect the machinery.

The man installing the electric motor instructed the elevator men and also the injured man that when the regular running was interfered with first to stop the motor and then relieve the condition.

Yet with all this cautioning this employee went and by his own negligence and carelessness put himself in this obvious danger. He had told others not to do the thing he did. He and the other man working at the elevator had agreed they would not do it. The man that got hurt told at least six men soon after the accident that it was all his own fault, and that there was a means close to the sheller to relieve the choke, but just chose to use his hand. He said he would never make any trouble for the company. Friends of the company and the plaintiff started a sympathetic offering which would have been more than \$500, but stopped when he changed his mind and decided to bring suit.

There were several instructions from the judge to the jury favorable to defendant that were laid on the table by the foreman and never opened in the jury room. One of the jurymen says they voted for the plaintiff because his condition was such that he was prevented from doing the work he had been used to.—J. H. Braden, mgr. Farmers Elevator, Mercantile & Mfg. Co., Drexel, Mo.

### Co-operative Faith in Pooling and Boards of Trade.

*Grain Dealers Journal:* I have been in the grain and milling business for the past twenty years and have always read the Journal with interest.

This is the first co-operative company I have ever been associated with and I believe it was necessary to protect the interest of the grain producers that they organized their own elevator companies.

Several years ago I could see the many abuses imposed by large line elevator companies and felt at that time that they were forcing the issue—that the grain growers and small dealers would organize for protection.

I am in no way favorable to the grain growers' pooling plan and think it is one of the rankest mistakes that the growers ever made. I am glad that the pooling plans are waning and the co-operative organizations in general are learning to appreciate the present grain exchanges and marketing system as perfected by men of conscience and brains thru 100 years of close study.

It is to be regretted that U. S. senators, for political reasons, will introduce and urge the passage of so many laws to hinder real competitive marketing. They mislead the people they pretend to represent.

Co-operative organizations are not temporary organizations and will not cease to exist. Permit me to prophecy that co-operatives are beginning to know they must go into the competitive field and both buy and sell with other business organizations. They are beginning to understand the virtues of the grain exchanges and no longer look upon the board of trade as their greatest enemy.—J. R. Haley, mgr., Mulvane Co-operative Union, Mulvane, Kan.

### Ship Liable for Damage to Grain.

The Midland Linseed Products Co. has been awarded damages by the U. S. District Court of New York against the five-masted schooner Oakley C. Curtis and the France & Canada Steamship Corporation on an allegation that out of a cargo of 47,414 bags of flaxseed shipped from Buenos Aires to New York nearly one-half or 40,460 bus. was wet and there was a shortage of 1,315 bags.

The boat left Buenos Aires Apr. 13, 1918, and arrived at New York the middle of the following June. Plaintiff contended that the vessel was unfit, not having sufficient dunnage; while defendants alleged the damage was due to a severe storm which caused the vessel to leak.

**The court said:** The asserted negligence is: (1) That she was not reasonably fit to carry the linseed, in that her dunnage was improper and insufficient; (2) that the partition around the pump house was defective, and allowed water in rough weather to flow to the cargo between-decks; (3) that a hole in the floor of the galley permitted water to flow onto the cargo; (4) that the wastepipe under the captain's cabin was cracked, and leaked water onto the cargo. The respondents were not relieved from liability upon the exercise of due diligence to make the ship seaworthy, for the duty of providing a seaworthy vessel to receive the particular cargo at the inception of the voyage rested upon them.

It is considered well established that a vessel beginning her voyage in a time of year when storms at sea are prevalent, carrying grain, must install dunnage, so as to keep the cargo free from water which may reasonably be expected to appear during the voyage, either from strains and stress of weather or from other leakages.

Assuming the facts as testified by libellant's witnesses, the vessel was unfit at the inception of the voyage to carry the cargo in question. She was built of wood, and was unused to carrying grain, which was commonly transported from the river Plate in steel boats, that were impervious to leakage from strains or opening of seams. In steel vessels the dunnage is materially different from what is ordinarily required in a wooden vessel. Libellant's witnesses Bagger and Conner have both had a large experience as navigators, and in transporting grain from Argentina, and they testified that the wood dunnage to sufficiently protect such a cargo required sealing, boarding of the sides and flooring on scantlings, tightening of decks or stowage, covering the air strakes and spaces leading to the bilges, and tightening and caulking the partition around the pump house, and that their inspection of the vessel after her arrival in port disclosed insufficient and insecure protection to the cargo in this particular.

As to the specific requirements the testimony is not in the main contradictory; the expert witnesses, Santos, testifying for the respondents, substantially agreeing that the custom of the port required dunnage of the described character to properly protect the cargo. It is proven, however, that the pieces of boards used for sealing the sides of the vessel had no protecting crosspieces, as they should have had, and that the boards were spaced too far apart, with the result that many linseed bags pressed or pushed into the spaces and against the ceiling or skin of the ship. In consequence, the bags and contents in the lower hold of the ship were wetted during the heavy sea. It is also shown that the lower floor or deck was improperly supported by scantlings, which were placed too far apart, and accordingly afforded insufficient resistance, causing the floor to break and lowering the cargo to within a few inches of the bottom, where it was drenched by water coming into the vessel. The air strakes and spaces between the beams extending into the bilges were not securely covered, as they should have been, and loose grain was on account thereof enabled to sift to the bilge between the timbers of the vessel, which would clog and in fact did clog the pumps, and prevent pumping water out of the hold, which had leaked into the vessel during the gale.

The principal defense of the schooner and her owner is that on the way to New York she encountered rough weather, gales, and storms lasting three days, during which she labored, and on April 20 opened her seams and butts at the bottom and sides, between the fore and main rigging and around the hatch combings; seawater in this way entering the cargo. It is true that severe weather was encountered, and the ship tried by a southeast wind blowing a gale and heavy easterly sea, which caused her to ship much water. Her shroud from the fore-rigging was carried away on the second day, and when leaking began resort was had to the pumps, while on the third day of the gale the wind veered to the southward. It was even suggested that the vessel's safety at times was endangered. But the asserted severity of the weather, and that the consequent damage to the cargo was attributable to the perils of the sea, is strongly disputed. The evidence of re-

spondents in relation thereto is not wholly in accord with the entries in the ship's log, where, in the storm is not mentioned as a severe one, or one of extraordinary proportions; the log merely mentioning the storm with southeast wind or gales.

Both Captains Conner and Bagger expressed the opinion that a strong southeasterly gale was ordinarily encountered on such a voyage in that season of the year coming from Buenos Aires, and moreover that nothing was indicated in the appearance of the vessel on her arrival to confirm extraordinary weather, or that she passed through a hurricane, or suffered undue straining—more than was to be expected on a voyage lasting 60 days. The wireless operator of the Curtis, who has sailed the seas for 4 years, was not greatly impressed by the storm's severity or any sea perils. He declared that the weather outward bound was more severe than on the vessel's return, and that the weather was "the usual average storms down around the equator." He also stated that Engineer Bates told him of the trouble with the pumps being due to linseed clogging them. In view of the conflicting evidence, I am disinclined to believe that the severity of the storm was such as to entirely exempt respondents from liability under the perils of the sea clause in the charter.

My conclusion is that the cargo would not have sustained material injury, except immediately under the deck at No. 1 hatch and in between-deck, if the dunnage had been proper and sufficient. Its use would have protected it from the water coming in at the sides of the vessel, and there would have been no water-logged condition if the pumps had functioned properly. And, moreover, it is my conclusion that, if the air strakes and spaces between the beams had been properly closed, there would have been no sifting of linseed into the bilges or choking of the pumps in efforts to discharge the water that came in through open seams at the bottom and sides of the vessel. That the vessel worked and rolled during the rough weather is quite believable, but her rolling to some extent may fairly be accounted for by her water-logged condition. Hence the respondents have not satisfactorily explained that the entire damage was within the exception of the bill of lading, and that it was not sustained because of unseaworthy condition at the beginning of the voyage. See The Aggi, 107 Fed. 300; The Rappahannock, 184 Fed. 291, The Governor Powers (D. C.) 243 Fed. 961.

A decree may be entered for libelant, with costs, and referring the ascertainment of damages to a commissioner.—285 Fed. Rep. 612.

## Does Seed Run Out?

Seed can be profitably changed when seed of better and more useful sorts is available than those now being used. This must be done very carefully, and no change made until the new sort has been thoroly tested out under all conditions and the quality of the grain demonstrated in every way. Until such absolute proof is obtained, the older variety should be maintained, but small test plantings of seemingly good new varieties might be made, taking every care not to let the kinds become mixed.

Mixed or mongrel varieties are undesirable from every standpoint, bringing a lower price to the grower and dragging down the market on better grain. When seed is mixed, it should be changed for proven high-grade purebred varieties.

Bin burnt, moldy, cracked and otherwise damaged grain is not fit for seeding. If seed wheat contains some sprouted kernels caused by rains while harvesting and it must be used, it should be re-cleaned until all these sprouted kernels are removed, leaving only sound, plump kernels.

Shrunken, shriveled wheat is generally inferior to fully developed seed, and if necessity forces its use, it should be carefully tested for germination and growing power.

Dirty, foul seed grain should be run thru a good fanning mill at least three times, or until nothing but uniform plump seed remains.

Damaged, mixed, inferior and unproven seed wheat kill profits and no farmer using them can hope for best results.—Bert Ball, Spring Wheat Crop Improvement Ass'n.

CORN shipped overseas during the first seven months of 1922 was transported 65 per cent in foreign vessels and 35 per cent in American vessels. The corresponding period of 1921 was 53 per cent foreign and 47 per cent American. The decrease in American carriage is attributed to the withdrawal by the Shipping Board of many vessels from the bulk-carrying trade.

## Thirty Years' Service to the Grain Trade.

Do you remember way back when Kansas City had but four grain elevators and thirty thousand capacity cars were about the largest carrying grain over the fifty-pound rails? Do you remember when Kansas City handled an aggregate of about thirty million bushels of grain annually, and the small exchange hall of the Kansas City Board of Trade, where cash grain only was handled, was occupied by a few sample tables? Well, that was along about 1893, when the hustling members of this Board of Trade received a serious jolt and the Midland Elevator Co., which was the Kansas City branch of F. H. Peavey & Co., let out three earnest workers because it had no work for them. For once business depression was a blessing in disguise, for it forced three young men to try their skill in the business world before they were ready.

On April 1st, 1893, W. C. Goffe, P. F. Lucas and G. S. Carkener joined hands in the hope of building a business that would prove a credit to all of them. At the start the partnership had a capital of \$2,500. The crop failures of 1893, '94, '95 and '96 proved very discouraging to the new firm, but the enterprising members applied themselves closely to business and served their customers with earnestness that won many new friends, so that when the Southwest produced the bumper crop of 1897, the firm of Goffe, Lucas & Carkener was favored with a much larger run of business than even they had expected. Many consignments of wheat assured them that they had gained a merited recognition from the grain shippers of the Southwest.

The opening of new territory helped to increase the importance of the Kansas City market to the grain growers. As the grain business of Kansas City grew, as new lines of railroad were built into the metropolis and new elevators were provided to handle the ever growing grain trade, the business of Goffe, Lucas & Carkener grew with the development of the Southwest. In 1900 the grain receipts were only 46,638,250 bus.; in 1922 the receipts aggregated 113,791,800. The grain shipments grew from 35,681,450 bus. in 1900 to 81,730,800 bus. in 1922.

Finally the business was incorporated as Goffe & Carkener, Inc., with a capital of \$150,000 and it has a large surplus.

W. C. Goffe was born in New York City, educated in the public schools, and after serving for a time in a brokerage office on the New York Stock Exchange, he went to Kansas City where he obtained employment in the office of the Midland Elevator Company.

Mr. P. F. Lucas was born in Pittsfield, Mass. After finishing his education he obtained employment with the Peavey Co. and was stationed for a time at Winfield, Kansas. Later he was transferred to the Kansas City office of the Midland Elevator Co. Mr. Lucas passed away in 1902 following an operation for appendicitis. Thereafter the firm was changed to Goffe & Carkener and has been so continued up to the present.

Mr. G. S. Carkener was born in Danville, Mo. After graduating from the Kansas City High School in 1890 he went to work for the Midland Elevator Co.

Mr. Goffe always specialized in getting the grain shipments to the market, and since the firm started handling trades in grain for future delivery he has charge of that department, while Mr. Carkener has applied himself to disposing of the grain after it reached the market.

When the firm was incorporated, Mr. Edgar Wood and Mr. H. E. Merrell, who had been with the firm for a number of years, became stockholders and officers of the corporation. The official staff today is W. C. Goffe, President; G. S. Carkener, Vice-President; Edgar Wood, Treasurer; and H. E. Merrell, Secretary.

Both Mr. Goffe and Mr. Carkener have served the exchange as director, vice-president

and president successively, and have been closely and actively identified with every movement designed to make the Kansas City market safer and more attractive to the outsider. Leaders in charity and civic activities, these men have built up one of the most successful commission firms in the country and through thirty long years of faithful service to the grain trade they have earned the right to success. Respected and honored at home, trusted and favored by the grain and milling trades, they have fully earned the enviable position attained in the grain trade.

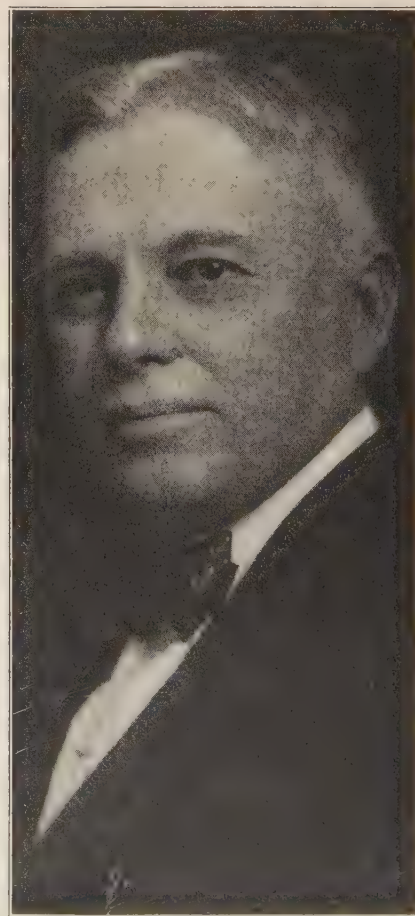
We know their host of friends in the trade will send them hearty congratulations on the first business day of April, when they complete their thirty years of service to the grain trade.

## John B. Swearingen Passes On.

John B. Swearingen, pres. of the United Grain Co., Omaha, and former pres. of the Grain Exchange, died at his home Mar. 15. His health began to fail several years ago, so in 1921 he went by automobile to California to recover. Last June he went again and returned in September. The trips did not restore his health and when, several weeks before he died, he suffered an attack of the grip, he did not recover.

Born in 1859 on a farm near Maryville, Mo., he spent his boyhood in that vicinity. He became associated with the Central Granaries Co. and made his home at Lincoln. In 1903 he went to Omaha and joined the staff of the Nebraska-Iowa Grain Co. From that position he rose until he headed the United Grain Co. For many years he was a director of the Omaha Grain Exchange and in 1915 he served as pres. He is survived by his wife.

Members of the exchange held a memorial service at the Hoffman Chapel, Mar. 16, and Former Mayor E. P. Smith, for years a director of the exchange, delivered a brief address.



John B. Swearingen, Omaha, Neb., Deceased.

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### ILLINOIS.

Springfield, Ill., Mar. 21.—There were fairly heavy rains during the week and more snow in northern counties. At Dubuque, Ia., all March snowfall records have been broken with a total to date of 19.5 inches. The most severe cold wave of record for the time of year occurred Sunday night and Monday. Temperatures were below zero in northern division. There was a good snow cover in the northwest portion, with a maximum depth of 11 inches, but the ground was practically bare in the central and south. Wheat was set back and there is considerable apprehension of damage. Roads are bad and have been almost impassable in places.—Clarence J. Root, meteorologist.

Springfield, Ill., March 15.—Good rains which have been general over the state during the past two weeks have improved soil moisture conditions and have been beneficial to fall sown grains and grass. Snowfall in the northern part of the state and rains elsewhere have delayed farm work. With the advent of favorable field conditions, spring work will be in full swing over the state. Winter wheat reports show some damage from freezing. It is difficult to determine the extent at this time, but early reports indicate an average loss unless further damage from freezing occurs. There is some apprehension over a threatened chinch bug menace and the Agricultural Experiment Station is pushing a campaign for burning the wintering places of the bugs.—A. J. Surratt, agricultural statistician.

### INDIANA.

Grayville, Ind., Mar. 16.—The recent flood of the Wabash River swept away a good deal of corn in cribs. Much of the growing wheat is under water and some fields may be damaged.—C.

Evansville, Ind., Mar. 16.—The winter crop in southern Indiana and southern Illinois is in very good condition, altho it was damaged in spots by the sudden freezes and thaws last month. Pigs are plentiful and because of this corn may be short next fall.—C.

Evansville, Ind., Mar. 16.—A serious shortage of farm labor exists in southern and central Indiana. Farmers report that instead of planting a record amount of corn, they will substitute oats for a large part of the proposed crop. Oats requires much less labor and should be a larger crop this year than for several years past.—C.

Indianapolis, Ind., Mar. 19.—Good rains in Indiana, Illinois and snow in Wisconsin were highly beneficial to fall sown grains. Soil is now in good condition for spring plowing and seeding and some has been done in the southern areas. In other sections preparations for starting spring work is being pushed. A definite report on winter wheat and rye cannot be made now. A week or ten days of good growing weather will determine the extent of winter damage.—Geo. C. Bryant, agricultural statistician.

### MARYLAND.

Washington, D. C., Mar. 20.—Winter grains continue to show improvement as a whole tho it is too early in large areas to estimate winter damages as yet. Rains and snows in many states have been generally beneficial. Some areas still suffer from lack of moisture. The plant is still dormant over large sections of the belt but in southern areas fields are showing green. Winter oats are showing rust in a few southern districts and seeding of spring oats is under way in many southern areas. Sowing of rice has started. Corn planting has started in extreme southern districts.—U. S. Dept. of Agriculture.

### MISSOURI.

Burlington Junction, Mo., Mar. 9.—The wheat acreage is about 90% of last year and condition is about 90%.—M. M. Adkins, Adkins Bros. Grain Co.

### NEBRASKA.

Ceresco, Neb., Mar. 8.—Condition of wheat is fair. Late start in the fall and decreased acreage 45%. Winter was dry up to March 5, but have had plenty of moisture since then.—Gus Johnson, agt., Latta Grain Co.

Aurora, Neb., Mar. 23.—We have had a little moisture this spring and think we will have about 75% of a crop. It is a little early to form much of an opinion. We had a fairly successful year in 1922.—H. F. Collett, mgr., Aurora Elevator Co.

North Bend, Neb., Mar. 8.—Wheat acreage this year is considerably less than last year, with a prospect of much of the present acreage being abandoned because of late seeding and dry weather during the fall and winter. Corn acreage will be larger than usual and oats acreage will be smaller. Soil is in excellent condition with plenty of moisture.

### OKLAHOMA.

Lawton, Okla., Mar. 12.—The growing wheat looks fine in southwest Oklahoma. We had a 5-inch rain Feb. 1 and later had 4 inches of snow on this. In western Oklahoma it has been dry for several months, but was mostly covered by rain last night.—F. E. Humphrey, mgr., Western Grain Co.

## Board of Trade Radio Aids Wire Service in Breakdown.

The radio station of the Chicago Board of Trade on the top of the Drake Hotel and known as WDAP came to the signal aid of the railroad companies and the newspapers during the storm of Mar. 12 when the wires were down and all communication was absolutely cut off.

Working together with numberless amateur receivers the Board of Trade located miles of wire that were making a gap in the telegraph of the Illinois Central Railroad Co. The Board radiographed orders that kept the Illinois Central and the Chicago, Great Western Railroads in operation.

Many country newspaper publishers would have been without a line of the United Press Service had not the Chicago Board of Trade station broadcasted this service to them at 1:45 p. m.

Guerdon D. Laing of the "Daily Republican," Belvidere, Ill., wrote the Board of Trade Radio, of which com'ite Henry A. Rumsey is the active member:

"You scored again today (Mar. 14) with your dispatch of news for the United Press. We would have been in a bad way yesterday without your news report. Our wires are still down and we needed your help. You certainly have been a big aid to newspapers in this emergency and we want to thank you. I took the entire report and we have the 18 items in our paper."

## Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

MAY WHEAT.													
	Mar. 10.	Mar. 12.	Mar. 13.	Mar. 14.	Mar. 15.	Mar. 16.	Mar. 17.	Mar. 18.	Mar. 19.	Mar. 20.	Mar. 21.	Mar. 22.	Mar. 23.
Chicago	119½	120¼	119½	119½	119½	121½	122½	121½	121½	121½	122	122	120½
Kansas City	111½	112¼	111	111½	111½	112½	113½	112½	113½	113½	113½	113½	112½
St. Louis	118½	119½	118½	118½	118½	119½	120½	119½	120½	120½	120½	119½	118½
Minneapolis	119½	120½	119½	119½	119	120½	121½	120½	121½	121½	121½	119½	119½
Duluth (durum)	105½	106½	105½	105½	105½	107½	108½	107½	108½	109½	108½	107½	107½
Winnipeg	113½	114¼	113½	114	114½	115½	116½	115½	116½	117	117½	116½	116½
Milwaukee	119½	120½	119½	119½	119½	121½	122½	121½	121½	121½	121½	120½	120
MAY CORN.													
Chicago	74½	75	73½	73½	73½	74½	75½	74½	74½	74½	74½	73½	73½
Kansas City	71½	71½	70½	70½	71	72	72½	71½	72½	72½	72½	71½	71½
St. Louis	75½	75½	74½	74½	74½	76	76½	76	76	75½	75½	75½	75½
Milwaukee	74½	75½	73½	73½	73½	74½	75½	74½	74½	74½	74½	73½	73½
MAY OATS.													
Chicago	45	44½	44½	44½	44½	45½	45½	45½	45½	45½	45½	44½	44½
Kansas City	43½	43½	43½	43½	43½	44	44	44½	44½	44½	44½	44½	44
St. Louis	46	46	45½	45½	45½	46½	46½	46½	46½	46½	46½	45½	45½
Minneapolis	39½	39½	38½	38½	38½	39½	39½	39½	39½	39½	39½	39½	39
Winnipeg	48½	48½	48½	48½	48½	49½	49½	48½	48½	49½	49½	49½	49½
Milwaukee	45	45½	44½	44½	44½	45½	45½	45½	45½	45½	45½	44½	44½
MAY RYE.													
Chicago	83½	84	82½	82½	83½	85	85½	83½	84½	84½	84½	82½	82½
Minneapolis	76½	77½	75½	75½	76½	78	78½	76½	77½	77½	77½	76½	76½
Duluth	79½	80	78½	79	79½	81½	81½	79½	80½	81½	80½	79½	79½
Winnipeg	81½	82½	81½	81½	81½	82½	83½	81½	82½	83½	83½	83½	83½
MAY BARLEY.													
Minneapolis	56½	57½	56½	56½	56½	57½	57½	57½	57½	57½	57½	57½	57½
Winnipeg	56½	57½	57½	57½	57½	57½	58	57½	57½	57½	57½	57½	57½

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Springfield, Ill., Mar. 15.—Corn market movement is moderate, chiefly due to heavy farm feeding. Bad roads and a moderate car supply have been contributing factors to some extent. Reserves are fairly liberal but not quite up to average.—A. J. Surratt, agricultural statistician.

Indianapolis, Ind., Mar. 19.—Marketing of grain in Indiana, Illinois and Wisconsin has been delayed somewhat by the condition of the roads.—Geo. C. Bryant, agricultural statistician.

Burlington Junction, Mo., Mar. 9.—About 85% of the corn was shipped at a premium of about 3 cents over the market. We are in St. Louis district terminal market and have not shipped over 10% to the terminal market. About 90% is going to feeders in various districts, mostly in Grand River flooded areas.—M. M. Adkins, Adkins Bros. Grain Co.

Philadelphia, Pa., Mar. 10.—Receipts of grain at this market during February, compared with February, 1922, were as follows: Wheat, 3,955,739 bus. and 3,168,906 bus.; corn, 1,660,008 bus. and 2,419,427 bus.; oats, 261,998 bus. and 150,135 bus.; rye, 43,298 bus. and 97,333 bus.; barley, 4,439 bus. and 1,496 bus. Shipments of grain during February compared with February, 1922 were as follows: Wheat, 3,262,915 bus. and 2,697,964 bus.; corn, 1,504,813 bus. and 1,881,030 bus.; oats, 2,035 bus.; rye, 17,143 bus. and 83,000 bus.; barley, 1,746 bus.—Commercial Exchange.

## Food Administration Gathering.

All former members of the United States Food Administration met at the Hotel Commodore, New York, N. Y., Mar. 8 and held a reception for Sec'y and Mrs. Herbert H. Hoover in the afternoon, following which all attended a banquet in the evening.

The ball room, where the banquet was held, was decorated with United States flags and a motion picture screen was in the background. Latest songs were reproduced on the screen and accompanied to excellent music the diners sang.

The grain merchants and millers who suffered heavy losses as the result of selling stocks at prices based on the Administration's price were not invited.

## Dust Treatment of Wheat for Stinking Smut.

From the earliest times up to about 1897 the bluestone or copper sulphate was the one method generally used to control wheat smut.

Formaldehyde next came into vogue and has been the popular method up to the present time. Soaking the wheat seed in water containing copper sulphate or formaldehyde is inconvenient, and both chemicals reduced the vitality of the seed.

The new copper carbonate treatment bids fair to come into general use, as it employs only a dry powder and no water, and does not lower the germination of the seed. Altho it was known for many years that copper carbonate was a fungicide it was supposed that it would have no effect, since it is insoluble in water. It was discovered, however, that grinding the carbonate into an extremely fine powder made it as effective as other chemicals that are soluble, and Darnell-Smith in New South Wales in 1917 reported that copper carbonate gave better results than either formaldehyde or bluestone. The experiments were taken up in America and in 1921 Mackie and Briggs of California reported that spring wheat treated with 2 ounces of copper carbonate per bushel of wheat was free from smut and suffered no reduction in germination.

The State Agricultural Experiment Station at Pullman, Wash., in Bulletin No. 171, issued October, 1922, by F. D. Heald and L. J. Smith, gives a favorable report on the use of copper carbonate.

The tests showed that the copper carbonate treatment gave a higher percentage of germination than untreated seed. The seed wheat can be dusted with carbonate and kept in store for several months without the slightest harm. This makes it possible to treat the seed and store it in quantity and to do so at a convenient time in advance of sowing.

Quoting Bulletin 171: Besides preventing reduction in germination per cent and thus improving the stand, the copper carbonate treatment induces a more rapid germination and a more vigorous growth. This is especially marked in comparing fields from seed treated with bluestone with fields or plots treated with copper carbonate. In numerous cases of fall-seeded grain, the greater vigor of growth of the copper carbonate-treated field has been very pronounced, even during the early spring. While we have no reliable quantitative data on yields, our cooperators generally agree that the copper carbonate has also given increased yields.

On the basis of completed trials our present recommendation is the use of at least 2 oz. of finely powdered copper carbonate per bushel of wheat. The powder should be fine enough for 98 per cent to pass thru a 200-mesh sieve and should be of the light fluffy type designed especially for dusting. The heavy copper carbonate designed for the metallic trades should be avoided. The pure copper carbonate should test at least 50 per cent metallic copper. The effectiveness of the treatment depends on the uniform distribution of finely divided particles over the surface of the grain. One-half ounce per bu. has given nearly as good protection in spring seeding as 2 ozs. per bu., while 2 ozs. per bu. of the Corona Compound carrying only 18 per cent copper has given nearly as good protection as 2 ozs. of the pure copper carbonate. Four ounces of the Corona Compound per bu. gave perfect protection in spring wheat. Under field conditions giving a relatively low per cent of smut, 2 ozs. per bu. has given perfect protection while with conditions much more favorable for smut, 3 ozs. per bu. has produced a smut-free crop. Considering this fact, the use of 3 ozs. per bu. is worthy of trial for fall-seeded grain, where soil as well as seed-borne smut must be combated. It may be noted that no harm will result from the use of all the copper carbonate that the seed will carry.

A word of caution may be offered against the possibility of too heavy seeding when using the carbonate treatment. The dry grain feeds faster thru the drill than moist grain, the grains are not swollen and there is even an increased germination, hence the grower should set the drill to deliver less seed than has been customary with the old methods. Since there have been some complaints of illness due to inhalation of copper carbonate dust while carrying out treating operations, farmers are urged to take proper protective measures. The following recommendations are offered: Use some form of respirator to prevent inhalation of dust especially if treating operations are to be carried out in a closed room. If obliged to work without a respirator, treatments should be carried out in the open, and the apparatus should be so arranged that the wind will carry the dust away from the operator. Even if working in the open, the operator will find a respirator of value if treating grain continuously or for any extended period.

The application of the copper carbonate dust may be made in a number of different ways. In our earliest experimental work the treatment was carried out by shaking the seed and the requisite amount of copper carbonate in a closed container. A barrel churn has been used with good results, while in some larger operations a small concrete mixer has been tried. In some of the demonstration trials the dusting has been accomplished by emptying the wheat and the desired amount of copper carbonate

on a canvas and shoveling over the mixture until the grain became thoroly coated, but this last method is not recommended as it is felt that it gives the least effective distribution of the dust and offers more opportunity for persons doing the treating to inhale the irritating and poisonous dust particles. A special dusting machine has been designed which is effective and also convenient, and it is expected that this or similar machines will come into general use.

The "Corona Compound" referred to is a compound containing copper carbonate with 82 per cent of inert ingredients, and is being marketed in 25-lb. packages under the trade name "Corona Coppercarb" by the Corona Chemical Division of the Pittsburgh Plate Glass Co.

## Will It Grow?

Testing of seed grain for germination only takes a few moments' time and may actually save seed dealers much trouble and humiliation. Seed may be injured by many unfavorable factors and still look like strong, vigorous seed. Dampness, mold, disease, heating, all injure vitality of seed.

Testing is easy. Simply count out one hundred seeds just as they come from different parts of the sack or bin. Place them in a wet folded blotter between two plates, moistening as necessary. The blotter may have a wick inserted, then wrapped in oiled paper, the wick hung down in a glass of water like a lamp, and in this manner kept moist.

The seeds may be rolled in moist cotton flannel, or placed in a sand box, or in the many other ways. Whatever the method, the seeds tested should be representative of the entire lot, the test should be kept moist and never allowed to dry out entirely, be kept from freezing and also from excessive heat.

Depending upon moisture, temperature and the seed itself, the test will be ready in four to ten days. Open the test and carefully count all the kernels showing strong healthy stem and root sprouts. Count out all dead, weak or partially germinated. If it tests less than 95% strong, the seed should be recleaned and then retested. If still testing low, the seed should be replaced.

## Solve Coal Problem Without Legislation.

A plea for solution of the coal problem by economic rather than legislative means will mark the session of the natural resources group at the eleventh annual meeting of the Chamber of Commerce of the United States in New York during May. The group will devote its time to coal entirely as it is both a subject of pressing current interest to American business and at the same time links up directly with the transportation problem which forms the major topic of the annual meeting to be considered in both general and group sessions.

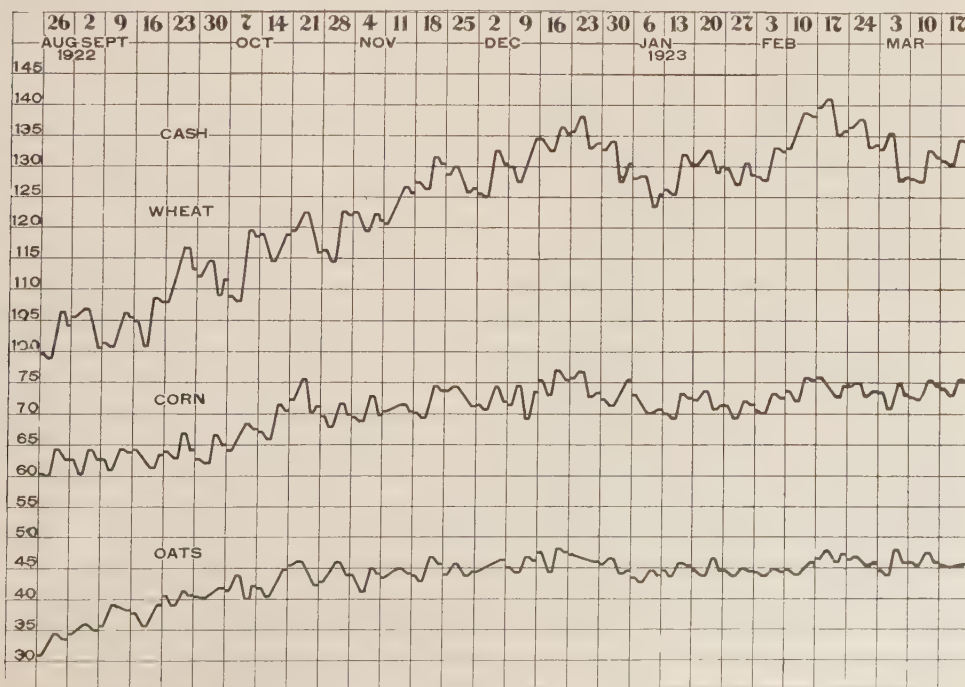
Before the general sessions of the National Chamber the coal problem will have only such consideration as is incident to the fact that it is vitally concerned in the transportation solution toward which the whole machinery of business is urging. The importance attached to treatment of that problem at New York is clearly indicated in the recent statement of Elliot H. Goodwin, resident vice-president of the National Chamber, announcing that "the most prominent authorities of the country upon transportation questions" would be among the general sessions speakers.

"A failure to solve the existing problem of fixing rates which do not strangle or impede the progress of agriculture and trade while at the same time giving to the railroads a return adequate to attract the new capital needed for their extension, repair and improvement," Mr. Goodwin said, "brings up the spectre of government ownership and operation."

Flour and corn grits totaling 10,000,000 pounds and valued at \$263,600 were shipped to Greece to relieve Greek refugees from Asia Minor. The Red Cross is doing the work and has already delivered food valued at \$2,598,062.

## Cash Wheat, Corn and Oats Fluctuations from Aug. 19 to Mar. 17.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.



## Chief U. S. Crop Statistician Now with Private Firm.

Nat C. Murray has resigned his position as chief statistician of the crop reporting service of the United States Department of Agriculture to become statistician and crop reporter for Clement, Curtis & Co., at Chicago.

By thus emerging from the restrictions of a government bureau Mr. Murray will enjoy greater freedom to specialize in such fields of crop reporting, as are of the greatest trade interest, altho his new work will be very similar to his government work.

Mr. Murray has been connected with the government crop reporting service for nineteen years. He has traveled widely and has intimate knowledge of conditions in every state as well as in foreign countries. He represented the government at the general assembly of the International Institute of Agriculture in Rome last year, serving as chairman of the Committee on International Crop Statistics. He has been a recognized writer on agricultural economics and statistics for many years. Mr. Murray was born in Cincinnati in 1872, the son of Charles B. Murray, a leading grain and pork packing statistician of twenty-five years ago.

Much of the expansion and improvement in the government crop reporting service in recent years is credited to Mr. Murray. This expansion includes the making of quantitative forecasts of crop production from condition reports; monthly reports of farm prices; monthly rate of farm marketing of grain; spring wheat production by varieties, showing especially the yearly production of durum wheat; March 1 stocks of wheat in country mills and elevators; index numbers of crop prices, livestock prices; crop yields; normal per capita consumption of wheat flour by states; monthly changes of live stock supplies on farms; wages, supply and demand of farm labor, and land values.

In adding Mr. Murray to the staff of his firm Allan M. Clement feels that he has employed the only man capable of maintaining the remarkable standard of the late P. S. Goodman, who for years was recognized as one of the world's ablest crop reporters.

THE Grainmen's Union of North Dakota and the Farmers Grain Dealers Ass'n were amalgamated at a convention Mar. 21.

## Magnetic Separators Invaluable in Feed and Cereal Mills.

[From address by R. A. Manegold of the Dings Magnetic Separator Co., before engineers of Hartford Fire Ins. Co.]

Let us trace a bushel, a bag or a carload of grain from its point of origin to where it is consumed. There is, of course, very little danger of any iron becoming mixed with grain before the farmer bags it when he thrashes it, altho even there an odd bolt or nut may shake itself loose and fall with the grain into the bag. At any point from there on the grain is very apt and does come in contact with iron in some way, shape or manner. The farmer may not have cleaned out his bin carefully after shipping his last year's crop, or during the interim nails, bolts or nuts may have been carelessly thrown upon the granary floor. Once the grain covers these stray pieces of iron they will stay with it until the grain gets to the mill for grinding.

The country elevator to which the farmer delivers his grain offers plenty of chances for the accumulation of additional iron, and when the grain finally starts upon its rail route, even tho the car in which it is shipped may have been carefully swept and cleaned out and lined, loose nuts and bolts find a soft resting place in the grain. It must be remembered too that wherever grain is handled spillages occur. It is important to keep floors clean and avoid consequent shortages. When a shortage occurs the spilled grain is swept up and with it goes loose nails or other pieces of iron. Then, too, when the grain is discharged from the car into the terminal elevator or mill, the door boards are dislodged, and it is a rare exception where the nails holding them remain firmly in the boards or in the car. Immediately they become loose and fall into the grain they are lost from sight.

We now have the grain discharging into the mill where machinery of all sort elevates and conveys it. This machinery is made of steel and is held together with bolts, rivets, etc. These do not always stay put, so that here again the burden of iron in the grain can easily be increased.

Nothing acts as an indicator of the presence of iron and there is no piece of machinery which protects against the iron present until the grain reaches the grinder and it is at a point preceding the grinder where we advocate always the use of the best magnetic equipment.

Many times we are asked to install our separators at the point where the grain enters the mill; we argue against this procedure because of reasons already given.

From the foregoing one might conclude that a considerable portion of the feed to the grinders may be iron. Obviously, of course, this is not so; but one small piece of iron in the many bushels ground is enough to cause tremendous damage and the loss of property and life. A properly constructed separator is the one that insures one hundred per cent protection.

**What is a Magnetic Separator?** Broadly speaking, this type of equipment may be divided into two classes, the permanent magnet type and the electro magnet type, or bad and good. The permanent magnet, as you know, is merely a piece of steel having characteristics which permit it to retain magnetism to a greater or lesser degree and for a greater or lesser period of time. All permanent magnets, recognized commonly as the horse-shoe magnets, are only a fraction of a part as strong as an electro magnet, and by the same token immediately start losing their magnetism as time goes on. Where one of these magnets will perhaps retain an ordinary belt at first, it may be found incapable after a few years of lifting a nail or even a pin.

An electro magnet may be made of almost any strength and its weakest condition is usually much stronger than the strongest permanent magnet.

An electro magnet is composed of steel of a different character than that which is used in a permanent magnet. The former might be classified as of soft steel and the latter as hard steel. As the name indicates, the electro magnet requires an electric current to energize it. Properly proportioning the amount of steel and magnet wire and incorporating into this combination correct design insures of maximum magnetic flux. Flux is measured in invisible lines of force which have an affinity for and the ability to attract iron. It is often thought that it requires a stronger magnet to attract and hold a large piece of iron than a smaller one. Likewise magnetic flux is frequently confused with electricity. The former is merely a resultant of the latter, and where rubber, glass and other di-electric mediums insulate electricity, there is no known substance to insulate magnetic lines of force. This means that you can attract a piece of iron thru a piece of paper, glass or rubber belt and the only effect of the interposed medium is a relatively weaker attraction because of the distance that medium introduces between the magnet and the attracted object. Distance is the thing we must contend with in the design of magnets, and it is not possible nor practical always to bring the piece of iron in contact with the magnet, and for that very reason it is essential to have a powerful magnet, the electro magnet.

With magnetic separators, like with all other machinery, the kind and the amount of material used in the construction determines the cost. A magnetic separator is made up of machined steel castings which must be manufactured according to certain specifications. The proper steel castings in a magnetic separator cost more than ordinary ones. The magnet wire and the insulation must be of the best grade. With good materials and good tools only can you shape a good machine.

Past practice and custom enters largely in a decision sometimes in choosing separators. In purchasing such equipment the fact that a good and powerful machine costs more is often the deciding factor against it. It may be due to lack of knowledge concerning construction and design, and it may be due to the fact that magnetic protection heretofore was not considered an essential part of a plant, that such protection has had so little attention from mill owners. So little importance has been put upon the matter that permanent magnets or electro magnets of inferior type have been deemed "good enough" and the investment large enough.

It was only proven practically a few years ago that a lifting magnet would lift five or six times its weight, and with that fact known it rapidly entered the industrial field. So too is it with magnetic separators, and while they are not called upon to extract pieces of iron as large or as heavy as themselves, it is required of them to extract small pieces that are often at a considerable distance away. I refer to a stream of grain coming down a chute or spout or a conveyor belt loaded with grain, etc. In the former case the grain would pass at a high speed across the face of a magnet while in the latter the iron may have found a resting place on top of the bed of grain.

It is just as difficult to catch and extract fine flour of iron caused by brasion, etc., as it is to extract an ordinary nail through an inch or so of grain. This circumstance is true because of the small mass of the individual particles in the case of the former. All other things equal, the effective attraction of a magnet is in direct proportion to mass of the piece attracted.

The fine flour of iron heretofore referred to, while it has no bearing whatever upon crusher protection and subsequent damage to the crusher, or explosions and fires, it is, however, very important to the grinder or mixer and manufacturer of food stuffs to have his finished product iron free in every regard.

In the case of the breakfast cereal, chemicals, pigments, fertilizers, spices and so on, iron in any form, whether small or large, is certainly a detriment, and even a hazard to human and animal life. Here again insurance companies need the protection of magnetic separators. The human, however, has selective powers, while the cow or hog may choose his foods if he is fortunate enough, but once he has taken a bite whatever goes with it goes down. A nail, bit of wire, a needle or a pin finds a lodging place within and ultimately causes sickness and death, while the sharp, tiny bits of iron perhaps never discerned have the faculty of coating the linings of the digestive organs and here again fever and death occur. One of the largest feed manufacturers contends that 25,000 head of cattle die each year from iron infection.

**Profits from Repair Parts.** — Unfortunately, but nevertheless true, the manufacturers of crushers and grinders to some extent make their profits from repair parts. It is hardly to their interest to depend upon natural wear only. Then again, in building a new mill only certain appropriations are made. Very frequently these are insufficient for even what are considered the most important and vital parts. A cut is made here and there and very often a Separator goes with the discard. If the owner should raise the question as to whether or not the grinder absolutely needs magnetic protection, one grinder manufacturer for fear that the other may say likewise, states that his grinder will not be injured by iron. He may also have in mind what has just been said of repair parts.

It is ridiculous to state or admit that a crusher or grinder will crush iron, even tho they are built of special alloyed steels which are perhaps harder and tougher than any other process iron. If the crusher is not broken, it certainly will become badly warped or sprung and even though in some cases retaining pockets have been provided, the iron primarily enters the same chamber with the material to be ground, and if it should finally lodge in the pocket provided for stray pieces of iron, it can only do so in self defense so to speak and only after it has received many bumps and knocks or perhaps grinding action, any of which promotes sparks or an increase in temperature. An explosion is caused by a high temperature promoted by friction and impact in combination with finely divided material containing volatile matter in the presence of oxygen. Businesses where inert substances are ground, such as clays or materials which have previously been subjected to high fusing temperatures, do not have to contend with the dangers in your line. In such cases only will I admit that the grinder or crusher manufacturer by stretching his imagination and conscience but still looking forward to repair orders, can say his crushers need no Separators to extract the iron.

Viewing this thing from the proper angle, it really seems a pity that while we have this



Nat C. Murray, Chicago, Ill.

## Railroads Cannot Maintain Service Without Fair Returns.

By C. J. Brister, Asst. Vice Pres. N. Y. Central Lines.

The Joint Commission of Agricultural Inquiry which was appointed as the result of a resolution passed in the United States Senate, an investigating body that was seeking weaknesses and inefficiencies in railway management, found that the increase in efficiency of operation is shown by the fact that in 1890, the first year for which statistics were available, for every \$100 investment in property, 983 tons of freight were carried one mile; and 163 passengers carried one mile; whereas in 1920 for every \$100 investment in property 2,063 tons of freight were carried one mile, and 231 passengers were carried one mile; an increase of 110 per cent in freight and 50 per cent in passenger traffic for each \$100 of property investment. For the same period, according to the reports to the Interstate Commerce Commission, property investment has increased 155.82 per cent; the tons carried one mile 438 per cent and the passengers carried one mile 295 per cent. Reports on file with the Interstate Commerce Commission show the average number of tons hauled per train by railways of the country in 1901 was 281 tons and in 1921 it was 578 tons.

The average total labor cost of the railways per ton mile on freight in 1901 was 4.15 mills and in 1921 it was 9.02 mills. While the ton-mile per train mile practically doubled in this 20-year period the labor cost per train mile more than doubled. This great increase in the labor cost of operating the railroads is due, of course, to advances in wages and has been the principal cause of the advances in freight rates of which many farmers complain. While the total labor cost of the railroads increased twice as much as the freight handled in 20 years, the average freight rate received by the railroads for the service increased only 47 per cent.

In its annual report to Congress for the year ending Oct. 31st, 1922, the Interstate Commerce Commission pointed out that the net railway operating income for the carriers for the year 1921 of \$614,810,531 was clearly inadequate to meet their requirements.

The tonnage moved by the railroads has been steadily increasing in recent months until the traffic is almost equal to the largest ever handled and it would appear that the existing rates are no longer interfering with the free flow of commerce as a whole, whatever may have been the situation prior to the reduction of July, 1922. There has been considerable freight congestions on the carriers due to strikes and weather conditions and little opportunity has been afforded for determination of the effect of the reduced rate level put into effect in July, 1922, on the net earnings. However, it will be

very clear to any one studying the situation that the carriers have not enjoyed a basis of rates which would give them a fair return on the capital invested. This is all they ask, but in 1922 the rate of return earned on their property value as fixed by the Interstate Commerce Commission was only 4.05%—far below the "fair return" set by the Commission at 5%. The shortage under 5% amounted to approximately \$320,000,000.

In considering the freight rate question, the shipper should not fail to give consideration to the direct effect, the lessening of the carriers' purchasing power, thru the reduction in rates, would have on their business as it will be readily seen that if a railroad serving a community is not allowed to charge rates which will bring a fair return, the proper service cannot be maintained. Cars will not be available when needed and the service generally will suffer.

**Car Shortage.**—Between the time of the adjustment of wages and rates and the reaction in business in 1920 and 1921, there was no opportunity for the railroads to do anything in the way of either improving their physical condition or increasing their motive power and car equipment. The falling off of traffic beginning in the last half of 1920 and continuing thruout 1921, found the carriers with a surplus of both power and equipment. This of course was the period in which the railroads should have prepared for the inevitable increase in traffic. However, general conditions in the country and the financial state of the roads made it impossible to obtain money to defray expenditures for future needs and the increase in traffic which started in the early part of 1922 came before it could be fully anticipated in the way of new cars and locomotives.

**The Strikes.**—In the midst of efforts of the roads to measure up to the demands made upon them for transportation there came the shopmen's and miners' strikes, which seriously interfered with their program of rehabilitation. As a result of the shopmen's strike, the carriers found themselves handling a very heavy business in October, 1922, with approximately 110,000 fewer serviceable cars than they had available in the month of August, 1920, or 110,000 cars less than were available in October, 1918, these being the months of heaviest traffic during those years. This condition in 1922, combined with the sudden expansion of traffic following the end of the coal strike and the handicaps resulting from the strike of railway shopmen, gave the railways a problem which they were unable to meet to the satisfaction of the shipper or the public generally.

Thruout most of 1922, the bad order percentage averaged about 14%, and on August 1st, the total number of unserviceable cars was 345,013, or 15.3% of the total cars in service. The bad order situation has since been remedied. On January 1st, 1923, the number was 216,011 cars, or 9.5%. While efforts are being made to reduce this percentage the carriers will not be satisfied until it is brought around 5 or 5½%.

Large orders for equipment were placed by the carriers early in 1922, even though the prospects of business reviving to any great extent were not then apparent. During the first 11 months of that year there was ordered 2,175 locomotives, 139,257 freight cars and 1,706 passenger cars, more equipment than was ordered during any year since 1916. Much of this equipment has been built and is now in service.

The program for replacements of and additions to equipment by the carriers during the year 1923, promises to exceed that of 1922. There is the possibility, however, that political agitation and interference may curtail this program but it behooves all concerned to use every endeavor to prevent any such interference with a program which has as its aim the securing of the necessary motive power and car equipment to adequately take care of the traffic offered. If for any reason the same cannot be carried out there is very little hope that past conditions can be remedied.

## New Chief Inspector at Cincinnati.

J. A. Hallam has been appointed Chief Inspector and Deputy Weighmaster of the Cincinnati Grain and Hay Exchange, Cincinnati, O. He succeeds Geo. F. Munson, who held the position for the past seventeen years.

Mr. Hallam started his career in a grain elevator and is familiar with the handling of grain from the time it leaves the field to the time it reaches the terminal market. For the past four years he was in charge of the Grain Exchange branch office at Lawrenceburg, Ind., and since last September has been located in Cincinnati as assistant grain inspector.

His thoro training in grain inspecting and his regard for the other fellow will insure prompt and accurate grading of all grain under his supervision.



J. A. Hallam, Cincinnati, O., Chief Grain Inspector.

positive and exact although invisible force called magnetism at our disposal, it is not applied as it might be. It is a far more difficult problem to eliminate non-ferrous metals, glass and stones than it is to take out iron, but fortunately these substances previously named cannot cause the damage that iron will. In other words while some of them are as hard or harder, they will not throw a spark when struck by another piece of steel.

Our work confines us to the elimination of iron before and after grinding and while there may be other methods of extracting materials not responding to the magnet, we assure you in all seriousness that all iron can be removed with an electro magnet.

Modern mill construction incorporates magnetic separators, but even now and in spite of all the losses which can positively be attributed to iron, ample provision, and, I am sorry to say ample financing, does not always accompany the new mill. As a matter of fact knowing as we do that iron so to speak is omnipresent, is it not true that the magnetic separator is as important as the grinder itself? A millman, unless he mixes only, could not operate a mill without a grinder, and when he chooses this he chooses the best. The same procedure should be followed with the separator, and he must not look upon the separator investment like his fore-runners did who, when they had the mill complete, stuck a few horse-shoe magnets through the bottom of the spout.

Just as long as the mill operator looks upon magnetic protection as a secondary consideration there will be a continuance of explosions and fires caused by iron. If you convince yourselves after thorough investigation of the importance of good magnetic separator protection and then fight for its installation and have this reflected in your rates, mill owners will more quickly become educated to the importance of such equipment.

## Rapid Development of Radio.

From address by David Sarnoff, general manager, Radio Corporation, before New York Electrical Society.

**Interference.**—Today we have a number of stations trying to communicate at the same time, and causing interference, but I can foresee the day when, instead of having a multiplicity of broadcasting stations throughout the United States—and there are now some 600 in daily operation—there will be perhaps a dozen stations centrally and strategically located, and being conducted under such an arrangement as to power and wave lengths, that there will be no mutual interference. These twelve stations would give sufficient service to cover every city, every town, every village and every home in the United States.

Later may come the development of one station centrally located in the United States, perhaps in the heart of the country, with power so great as to project the human voice into every city and home in the United States. Such a single station might develop into the same character of national institutions as, for instance, the Metropolitan Opera House, capable of providing and recording only the best operas, the most favored musical programs, the best chosen news, the most popular entertainment, and the most valuable educational and cultural information. Provided, as it probably would be, with an ample number of wave lengths, those at home who desired to listen to opera would not be annoyed by "jazz," and vice versa. There are no technical limitations visible now that would make such a service impossible.

**Pocket Radio Set.**—Soon it should be possible to design a small pocket radio set, or a set even in wrist watch form, which one may carry on the street, and with which it may be possible to hear broadcasting stations within a reasonable distance. The Radio Corporation, for instance, has just built a broadcasting station on the roof of the Aeolian Building in New York City from which a special service might be transmitted. Already it has been found possible with certain small sets designed in experimental form to receive at a distance of 10 or 15 miles from the broadcasting station. There are some four to five million people within this New York area. The class of broadcasting service rendered by these tiny sets might include time signals, weather reports, stock reports, general alarms and a variety of other information of special interest to the individual. When that time comes we shall indeed have been fitted with a new organ of sense—or rather the old organ of hearing shall become enormously extended in power, for our ears will then be more than mere collectors of nearby vocal sound; they will have become attuned to the invisible light waves flung out from the antennae of our broadcasting stations.

ARGENTINE has a bill before its Congress asking for an appropriation of \$424,600 to purchase seed wheat to be sold to the farmers by the government. Immediate passage of the bill is urged so the government can purchase several thousand tons of the seed for cleaning and distribution before seeding time.

# Country Elevator Accounting

## A Study of the Year's Work

By C. A. LOVELL

The accounting system of every country grain business should have three functions, as follows:

1. To provide a record of all transactions so that no details will be lost.
2. To yield an understanding of the financial condition of the business and a knowledge of the profit or loss for any given period.
3. To show the reasons for profit (or loss) in order that future policies may be determined upon.

The record of transactions is generally made as a matter of course, and most grain dealers use their books to obtain information as to their financial condition and their profit and loss; but few follow the practice of studying the figures disclosed by those books to determine the reasons for the various facts, with a view to taking advantage of them in the future conduct of the business. This article sets forth the results of such a study, made upon the figures of an actual country grain elevator business during one year. The experience occurred several years ago, when conditions were not exactly the same as those existing today, and many of the facts will not hold good at the present time. Thus, the cost of handling per bushel is entirely too low for the average country elevator now. The principles, however, are fundamental for all time, and the figures are only to be considered in so far as they illustrate those principles.

The general facts relating to this particular grain business are set forth in the Financial Statement and Report of Business Done shown in Tables Nos. 1 and 2, herewith.

### Apportioning Handling Costs.

After the dealer ascertains his total net profit for a given period his next concern is to know whether he has made or lost money on each commodity handled, with amounts in each case. To learn this he must first determine the costs which are to be charged against each commodity. This should be done by the computation of actual items where such items are directly chargeable to a given commodity, and by apportionments where items cannot be so charged directly. These apportionments may be made on the basis of the volume of business in each commodity, considering volume either in terms of bushels or dollars and cents. An analysis of the expense account of \$3,274.72 in Table No. 2 gave the expense distribution shown in Table No. 3. From this it is learned that wheat was to be charged with \$2,735.37; corn with \$266.90; oats with \$17.29 and coal with \$255.15.

Combining the facts yielded by Table No. 2 with those of Table No. 3, the following information was gained:

Gross profit on wheat	\$4,226.02
Wheat expenses	2,735.37
Net profit on wheat	\$1,490.65
Gross profit on corn	748.35
Corn expenses	266.90
Net profit on corn	481.45
Gross profit on oats	25.05
Oats expenses	17.29
Net profit on oats	7.76
Gross profit on coal	337.28
Coal expenses	255.16
Net profit on coal	82.12
Total	\$2,061.98
Net loss on kafir	21.98
Net profit for year	\$2,040.00

The net profit previously found was thus proven correct, and at the same time it was learned that certain definite amounts were traceable to the handling of given commodities. Even the small loss on kafir is figured in, but no expenses were charged against this

grain as there was already a loss and the quantity handled was so small.

The distribution of expense given by Table No. 3 not only shows the amounts chargeable to each commodity, but it also explains what was paid for each class of expense. Labor is found to be the largest single item, with interest and depreciation following. Depreciation is not correctly an item of expense, but it should be figured into the cost of carrying on the business, and should be charged against profits before dividends are figured, and it was so placed here.

### Cost of Handling Grain.

The factor which is of most importance so far as the grain dealer is concerned is the number of cents which it costs, per bushel, to conduct his business. This is based on the quantity of grain handled, and in the business under consideration these costs were found to be as follows:

Wheat.	
Quantity handled	106,034 bus.
Cost of handling	\$2,735.37
Shrinkage cost	\$166.00
Total cost	\$2,896.55
Cost per bushel	\$.0273 plus
Corn.	
Quantity handled	13,681 bus.
Cost of handling	\$266.90
Gain in weight	\$7.77
Net cost	\$259.13
Cost per bushel	\$.018 plus
Oats.	
Quantity handled	750 bus.
Cost of handling	\$17.29
Cost per bushel	\$.023 plus
Coal.	
Quantity handled	432 tons
Cost of handling	\$255.16
Cost per ton	\$.59 plus

The shrinkage costs used above were determined by computing the total shrinkage of each grain, the average cost of each bushel of that grain, then the total value of the shrinkage and its rate per bushel handled. The following illustration for wheat will serve to show how this item can be found for any grain:

Wheat purchased	106,034 bus.
Wheat sold	105,868 bus.
Shrinkage	166 bus.
Total cost of wheat	\$106,188.20
Average cost per bu.	\$1.00 plus
Value of shrinkage	\$166.00

It has already been explained that these figures are used only to illustrate a principle, and that there is no intention to attempt to

prove what handling costs should be under present conditions. Undoubtedly they would be considerably higher than the results shown above for this year selected out of the past.

### Depreciation.

The reserve for depreciation which appears in the financial statement was set up in the manner which accountants agree upon as being approximately the best way to do this work. Individual buildings and items of equipment, both in the elevator and in the office, were given an appraisal value at what was then considered to be their true worth. A limit was then set to the number of years which each could be expected to serve with reasonable repairs, and a rate of annual depreciation was thus found. The reserve for depreciation thus set up would grow to an amount sufficient to replace the items at the end of their term of usefulness if additions to the reserve were made each year.

No tenable argument can be presented against the proposition that profits should be made to create a reserve to replace the property when it becomes obsolete; and this is all that the accountant does in figuring depreciation. He makes it possible for the owner of the business to continue to operate over a long term of years without having periodically to draw upon his invested capital to replace some machine or building that has been worn out in service.

The dealer who will study his business in this manner will learn definitely the exact cost which he must make up on each bushel of grain before he can count a net profit, and he will know the margin he must have on the grain he purchases. That is, he will learn the margin required by his own past experience, and this is the only reliable guide to the future. To be sure, conditions in the coming year may not be the same as those of the past, and if this be true he must make due allowance for the change. Since handling costs per bushel are largely dependent on volume he will have to anticipate to some extent the quantity that he will handle and estimate its relation to the volume of previous years. Thus, if in the year immediately following the one represented by the figures herein a partial crop failure made it apparent that gross purchases of only about 50,000 bus. could be expected it would be easy for the dealer to figure that his costs per bushel would be about twice as much as they were for this particular year, provided all other factors remained equal or approximately so.

It has been said, "Human experience, like the stern lights of a ship at sea, illumines

Table No. 3.  
EXPENSES AND COSTS.

Item.	Amount.	Wheat.	Portion chargeable to:			
			Corn.	Oats.	Coal.	
Labor	\$1,133.66	\$986.78	\$38.89	\$1.12	\$106.87	
Directors' fees.	156.11	130.68	14.92	3.16	7.35	
Auditor's fee.	45.99	31.29	7.26	1.00	6.44	
Freight and express	63.32	46.24	10.19	....	6.89	
Repairs	248.80	236.85	9.95	....	2.00	
Telephone, postage, etc.	153.30	138.35	12.94	.86	1.15	
Printing and supplies	54.96	43.11	6.10	.73	5.02	
A/c's chgd. off.	171.83	120.65	3.85	....	47.33	
Gas and oil	97.38	83.15	14.23	....	....	
Insurance	126.49	107.36	19.13	....	....	
Rent (R. R. site)	35.00	25.00	5.00	2.00	3.00	
Interest*	495.81	404.34	69.38	5.00	17.09	
Taxes	82.93	64.52	11.24	2.17	5.00	
Depreciation	409.14	317.05	43.82	1.25	47.02	
	\$3,274.72	\$2,735.37	\$266.90	\$17.29	\$255.16	

\*Includes interest paid to stockholders on capital stock.

Table No. 2.  
BUSINESS DONE.

Commodity.	Purchases.	Cost.	Sales.	Amt. Rec'd.	Gr. Profit.
Wheat	106,034 bu.	\$106,188.20	105,868 bu.	\$110,414.22	\$4,226.02
Corn	13,681 bu.	7,478.78	13,695 bu.	8,227.13	748.35
Kafir	44,910 lbs.	332.35	44,720 lbs.	310.37	21.98*
Oats	705 bu.	440.80	705 bu.	465.85	25.05
Coal	865,140 lbs.	2,376.40	863,730 lbs.	2,713.68	337.28

\*Loss.

The total gross profit of \$5,336.70 less the total gross loss of \$21.98 gives a gross profit of \$5,314.72. Deducting expenses and costs of \$3,274.72 leaves a net profit of \$2,040.00.

only the pathway over which we have gone." Certainly this observation is not to be accepted without question, because most men believe that we can forecast much of the future by a comprehensive knowledge of the events that have already passed into history; but there is an element of truth in the assertion that the business man may not rely implicitly on an expected repetition of experiences in his business affairs. The best that he can do is to *know* past performances in their every detail and then apply the knowledge thus gained in formulating his plans for meeting the requirements of the present.

The future will not quite take care of itself even then, but its major *uncertainties* will be removed and their place will be taken by *probabilities*. Which is but another method of saying that the business man who knows the past and the present is in a fair way toward the enjoyment of success in the future. That is one of the reasons for having an accounting system.

## In the Cause of Better Wheat.

The agricultural colleges of Kansas and Nebraska and the Southwestern Wheat Improvement Ass'n have just published co-operative educational wheat bulletins, which are free to anyone making application for them either through the colleges or the Association. The Kansas bulletin is entitled "Wheat Production in Kansas," and the Nebraska bulletin is "Wheat in Nebraska."

These bulletins are well illustrated and contain a great deal of valuable information dealing with the best methods of growing and handling the wheat crop. They also deal to considerable length with conditions affecting the quality of wheat, in which all wheat farmers are especially interested at this time.

They are publications that should be in the hands of every wheat grower in Kansas and Nebraska, and anything that grain dealers may do to call them to the attention of wheat growers will promote a good cause as well as help their own business.

## New Elevator for Ft. Worth, Tex.

Changed conditions that will come from the effective operation of the new farm credits bill have made it advisable for the Fort Worth Elevators Co. to provide additional storage facilities to help the Southwestern grain trade when Galveston and New Orleans are congested.

Accordingly, Jule G. Smith, president of the company, has let the contract to the Southwestern Engineering Co. for the construction of a 750,000-bu. elevator.

The elevator, as shown in the engraving herewith, will consist of a head house 54x72 ft., 192 ft. high, a track shed, and a storage annex of 36 concrete bins 23 ft. in diameter and 100 ft. high, with 22 interstice bins. A site has just been purchased for a distance of 2,800 ft. along the M., K. & T. Ry., giving the elevator three railroad tracks each a half mile in length, so arranged that four cars can be unloaded simultaneously while two more are loading, and providing room for the ultimate addition of 5,000,000 bus. more of bulk storage capacity.

The up-to-date equipment will include four 2,500-bu. hopper scales, 6 elevator legs with 30-in. belts of 10,000 bus. hourly capacity, two receiving legs, two shipping legs, one transfer leg and one leg to serve the two 5,000-bu. per hour receiving separators; two of the largest Carter Disc Separators, and one clipper of 1,500 bus. per hour capacity.

The Fort Worth Elevators Co. now owns and operates large fireproof elevators on the Rock Island tracks, the "A" and "B" of 1,100,000 bus., and warehouse of 400,000 bus. capacity, and expects to have 3,000,000 bus. available for the grain trade by Sept. 1. The Katy Elevator will be operated as a public elevator with state and federal license; while the Rock Island Elevators, tho licensed, will be devoted more to the use of the Fort Worth Elevators Co. in its grain business and as excess storage for the Ralston Purina Mills of Texas.

## Improve the Wheat Crop With Soybeans.

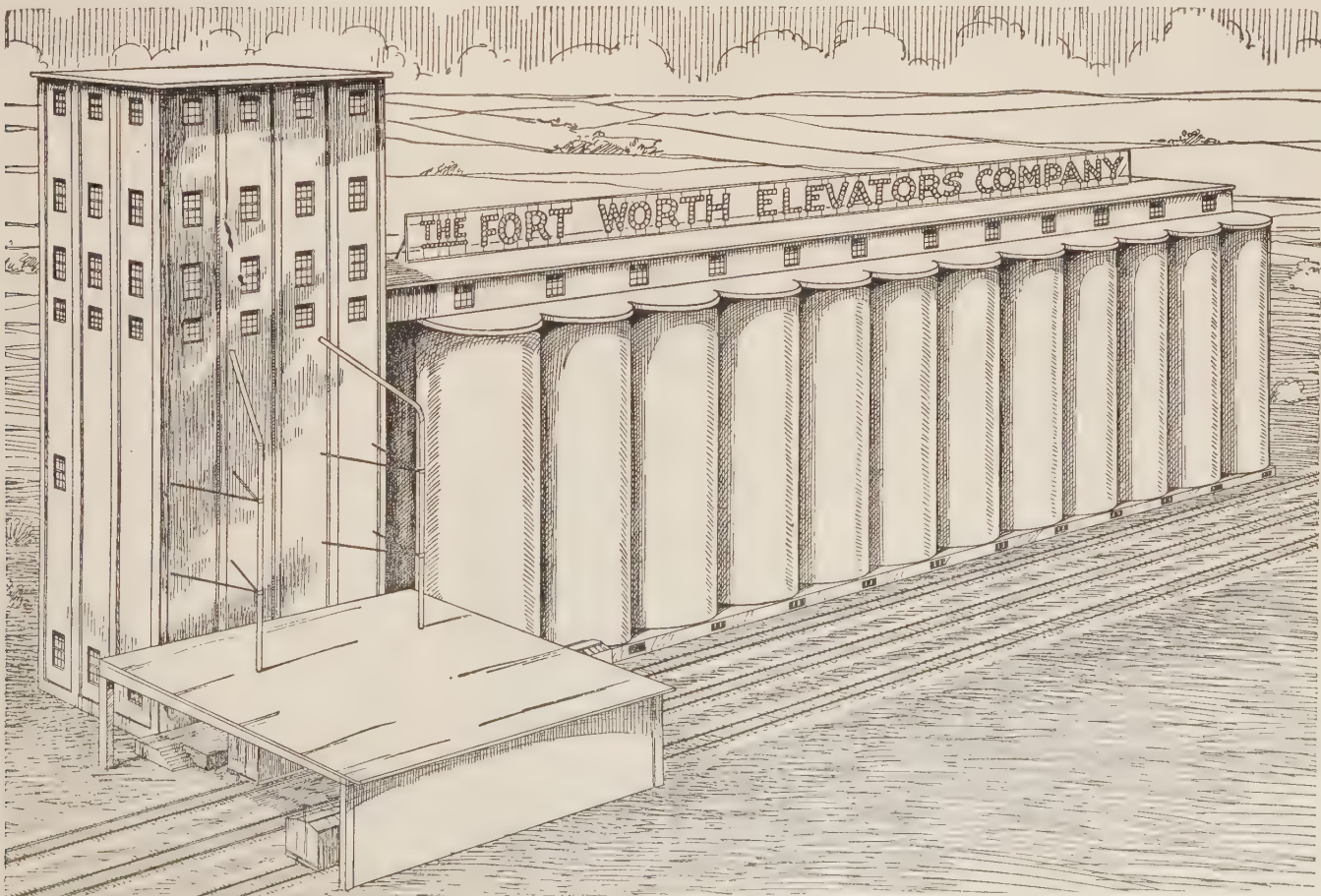
The necessity of growing some legume crop in order to aid in maintaining the fertility of the soil is beginning to be more generally realized by wheat growers everywhere. The great difficulty has been to find a legume that was not objectionable in one way or another. Clover is popular but there are many localities where it will not grow successfully either because of acid soils or unfavorable climate. Alfalfa is satisfactory in many ways, but most farmers have difficulty in getting it started and it is difficult to work into a satisfactory rotation.

In many localities soybeans are giving remarkable results. Wheat farmers who have tried out this crop like it because it leaves the ground in fine condition for wheat. The beans are usually planted late in May or early June, depending on conditions, and harvested in September. Following the removal of the crop, double disking and harrowing will leave the ground in almost as good shape as early plowing and better than following corn.

Soybeans make a satisfactory growth on soils too poor to grow many other legumes successfully. They are for that reason of special interest to the wheat growers on run-down farms. On such farms they will aid in improving the soil and at the same time produce a more profitable crop than can reasonably be expected from oats or corn.

Soybean hay makes an excellent roughage and the beans furnish a high protein feed that will take the place of oil meal or cottonseed meal. While soybeans are not expected to take the place of clover, sweet clover or alfalfa, they do seem to fill a decided need for a crop to rotate with wheat.—The Southwestern Wheat Improvement Ass'n.

LETTERS from France containing more than 20 words can be sent by radio after all other messages have been sent. Upon delivery to the United States they are sent to the addressee by mail.



1,750,000-bu. Elevator, Working House and Track Shed to Be Erected at Fort Worth, Tex., for Fort Worth Elevators Co.

# Can You Make Money On the Dillon Plan?

## Dillon Plan Will Not Make Friends.

*Grain Dealers Journal:* We have never used the system employed by the Dillon Montana grain dealer whose methods are described on page 44 of the Journal for January 10.

We do not believe it will make friends for the dealer. If the option happens to be low at the time of settlement and will net the farmer less than he would have received at the time of delivery, he will be dissatisfied, thinking that if he could hold on a little longer the market will recover.

If the cash premiums are several cents over the options in the settlement month as they often are, the dealers will be making settlement which will net the farmer several cents under what the dealer's competitor is paying for cash grain.

In this territory we handle only corn and oats and corn taken in during the early fall usually grades not better than No. 3 or 4, whereas at settlement time, May for instance, the corn would grade No. 2 and the prevailing cash market at competing elevators is based on No. 2. Our past experience with the farmer leads us to believe that these differences would be hard to explain to his satisfaction.

As we understand it, the Montana dealer's system really amounts to the farmer selling his cash grain at harvest or at time convenient for hauling, and buying the future back. We would much rather explain this method to our customer and let him handle the speculative transaction himself. We would then escape the dissatisfaction which usually accompanies these transactions.—G. R. Newton, Dunkelbarger & Newton, Nevada, Ia.

## Advises Against Holding.

*Grain Dealers Journal:* The Dillon plan of marketing grain presents some difficult problems. It is hard to answer all questions and know that they are being answered right and to the advantage of everybody concerned. Never in the history of my grain experience and I don't think ever in the history of the United States has there been a time when conditions were anything like they are right now. With everything advancing, such as steel, lumber, clothing, high freights and wages, seems like wheat is not high enough, yet we know wheat and corn are higher than the average has been for the last 20 years.

Never has there been a time to my knowledge that the grain merchants have handled grain on as close a margin as they are now. Never has there been a time when there was so much studying, worrying and planning to get through and make ends meet and get the business. Never has there been a time when people have tried so hard to find new ways to do business to a better advantage for themselves and everybody concerned. Methods will have to change, practices must change and things will change, before we get back to normal conditions.

I would not want to take many chances on grain going higher, yet it might for a short time. If I had wheat or corn to sell I would certainly be getting it on the market, there is a surplus in the country, the winter wheat is making a better showing every day and there will be a very heavy acreage of spring wheat sown. I look for the lowest wheat prices we have seen in a long time next fall.

In the fall of 1921 potatoes brot a good price. Why? Because all the buyers in the country had a vision they were going to be higher; the buyers went out and spent their money; they went down; the buyer or speculator as we call them lost. This year there is no sale for potatoes; the speculators are not going to lose any more money the same way so soon again. It is the same way with wheat, some buyers feel it must go higher, and ac-

cording to the price of other things it should, but will it or will other things go down?—Nebraska Dealer.

## Would Farmer Willingly Stand Loss?

*Grain Dealers Journal:* Referring to the Dillon method of handling grain described in the Journal for January 10th I should like to know what happens in case the farmer holds his contract open until the trade is called during the month of May, at which time the farmer and the dealer find that the cash price for wheat is still 88 cents at Dillon and the May option has declined to an even 88 cents. This often happens.

Someone would have to shoulder a loss of 21 cents plus commissions, etc. Would the farmer willingly do this and could the buyer force him to do so?

Would it be possible for the elevator company to purchase that farmer's wheat should he offer it for sale in May under the above conditions at 21 cents under May prices? I assume of course that there are other dealers in Dillon who would still be offering 88 cents for wheat.

How is it possible to take in wheat at 2 per cent dockage without charging dockage? The dealer would be paying about 1½ cents per pound for the dockage at 88 cents per bushel. The farmer would be a fool to deliver wheat containing less than 2 per cent dockage and he would see to it that it did contain 2 per cent dockage if he had to raise a patch of foul seeds to mix with the wheat.

The advertisement on page 44 sounds very attractive but if they had to borrow money some time to do business on temporarily, would the banker loan the money? I think they would hesitate before putting money in such an enterprise.—C. Gibson, mgr., Ypsilanti Farmers Elevator Co., Ypsilanti, N. D.

## Afraid of the Dillon Plan.

*Grain Dealers Journal:* We have read the letter regarding the marketing of grain at Dillon, Mont., and while there are certain features that a miller could handle better than the average country elevator man, still there are a few items that at least have unprofitable possibilities in them.

The dealer states he will pay at any time between date of contract and May 15th, "At a fixed amount less than the closing price for Mpls. May wheat." Now supposing that at the time the contract is made wheat is selling at a high premium for good milling wheat and when the farmer decides to sell, it is at a low premium. The miller would then have to pay as tho it were still at the high premium. Possibly there would be enuf contracts where the reverse is the case so that the miller would average fairly well, but that would be robbing Peter to pay Paul.

Furthermore, the only way the mill can afford to handle without storage or charges, is from the fact that he can immediately mill the wheat if he wishes, but suppose he gets three times as much as he can mill or hold in the plant he operates. Then he has to ship out and even if he hedges with an option and gets the money to use immediately, the carrying charge usually develops in the options as the deferred months after harvest under normal conditions sell at a carrying charge over the near futures, the difference being based on the carrying charges (interest and insurance and storage) necessary to carry the wheat that length of time after harvest.

The plan is rather interesting and in some respects quite novel, but we would be afraid of it for the reasons above stated and believe it will prove so in the long run tho it might happen to work when premiums came favorably or deferred futures were reversed from carrying charges and they have been frequently

since the war.—Yours truly, Benson-Quinn Co., per E. H. Woodruff, manager, Duluth, Minn.

## Montana Dealer Is Protected.

*Grain Dealers Journal:* It seems to me that the Dillon, Montana, grain dealer is protecting himself in great shape with the 7-cent margin. By shipping out and selling the wheat the interest item will be in his favor. He overcomes the changes in the cash premium by fixing his purchasing price with the May option. In this part of the state we work on a margin only one-half as large and we manage to make both ends meet.—P. M. Hones, mgr., Fingal Farmers Elevator Co., Fingal, N. D.

## Sees Trouble in the Dillon Plan.

*Grain Dealers Journal:* For the sake of argument I write the following letter regarding the letter and advertisement of "The Beaverhead Milling and Elvtr. Co." published in your issue of Jan. 10th, page 44.

My argument is from the standpoint of a country elevator handling say 200,000 bushels per year. Taking the items as they appear in the ad.

1st. FREE STORAGE: The account of, "grain insurance," in the average elevator doing the amount of business mentioned above (200,000) bushels would amount to at least \$2,000.00 which is paid, practically speaking, entirely upon stored grain or in other words grain that belongs to someone else. So if no storage is charged this amount will eventually go into the, "loss" account. Very well it's only \$2,000.

2nd. SIXTY PER CENT ADVANCE WITHOUT INTEREST: Of course the elevator or buyer is simply advancing the farmer his own (the farmer's) money on his own (the farmer's) wheat, it would hardly be the right thing to charge him interest. It being only a matter of hours until the elevator can draw on the grain. Nevertheless I can not see but what the buyer would be in the same position as a man selling stored grain, which of course is a speculation in-so-much as the option is no protection against the advance or decline of the premium. Neither has he any assurance that the future is going to follow the cash price. This practice is also sure to find its way into the, "loss" account. The only thing to be determined later is, "HOW MUCH."

3rd. NO DOCKAGE: I believe it is understood by most grain buyers that they must have their dockage. If they don't get it one way they must another, but say in this case he doesn't. We will grant that the crop is all clean wheat and the whole 200,000 bushels average 2 lbs., in which case the elevator in question would take no dockage at all, consequently a loss of 4,000 bu. at \$1.00 per bu. or \$4,000.00.

4th. WEIGHTS: Of course they have state inspected scales or they would not be doing business.

5th. PRICE: I agree they are the, "Best in the west," why not say the world?

I think now I have covered all the items and only find the small amount of \$6,000.00 of needless expense to be added to the regular operating expense of say another \$6,000.00. Now if anyone has a system of buying grain that can overcome this account and still make money or even last any length of time, I say, "you have a good one and go to it."

It's my opinion that (wild cat) schemes of this kind are what help to make the average farmer dissatisfied with his present marketing conditions, and the sooner elevators or mills are put onto a small paying and non-speculative basis the better it will be for all concerned.

I do not profess to know the grain business, and certainly mean no offense to the people who are using the method named in the ad, but

they asked for opinions and the foregoing is mine.

I note the writer of the ad says they finance themselves, perhaps it is well, as no doubt there would be difficulty in interesting others in a proposition of this kind.—T. J. Worthing. Helper in farmers elevator at Richey, Mont.

## Dillon Plan Loses on Dockage?

*Grain Dealers Journal:* Referring to the Montana grain dealer's method of doing business as outlined in the Journal for Jan. 10, I can understand how they can give free storage if they can have the privilege of shipping out stored grain. We cannot do this in our state without a bond. I can also see that they could advance part of the selling price as long as they have the use of the farmer's money. The part of the scheme that I cannot understand is how they can take in wheat testing over two per cent and dock but one-half of test. In order to do this the crop would have to dock around 20 per cent and the dealer would have to get \$20 per ton for the screenings. My opinion is that the dealer would lose money even then as a small percentage of the wheat is lost in the cleaning.

I would like to have this matter explained to me as I believe it is a big question and if any plan will better the marketing conditions I believe we should all use it and let the farmer have it.—G. H. Bristol, Bristol Grain Co., Clifford, N. D.

## Opposed to Coddling the Farmer.

*Grain Dealers Journal:* Referring to letter of Beaverhead Milling & Elevator Co., Dillon, Mont., on marketing wheat.

Seven cents per bushel is an exorbitant handling charge. Buy wheat today and load out tomorrow on a spread of five cents per bushel warrants the elevator man a profit who does not store, hedge, advance money, and fiddle with the farmer every few days for six months until he disposes of his stored wheat.

These free storage schemes, free credit schemes, favoring the producer schemes make a fool and a pauper out of the farmer. How can you advance money without charging interest on it, store grain without insurance and without suffering a shrinking loss? Occasionally a bin heats and needs reconditioning and rehandling, and finally sells at a discount. When we discover how to do these things without cost we have discovered perpetual motion.

Teach the farmer to keep books, interest every farmer in good roads to his nearest market, teach diversified farming, teach the farmer to arrange storage on his own farm, in other words make him stand on his own bottom like the merchant, the baker and the candle stick-maker. When we do this we help the farmer. Until then "good by, farmer."

I am the happy miller working on my own problems. Rest is rust. Elbert Hubbard said, "It is more blessed to travel hopefully than to arrive.—A. A. Nehrbas, Pres. Fremont Milling Co., Fremont, Nebr.

## Sees Nothing But Trouble in the Dillon Plan.

*Grain Dealers Journal:* Considering the Dillon Plan of Marketing Wheat from a standpoint, based on the grain storage laws of North Dakota, with which we are familiar, we fail to see the advantage or safety in the plan as outlined by Mr. Leimert. It might be possible that the storage laws of Montana are not so strict as ours, but in any event, we can hardly approve of the method.

As we understand it, under this arrangement Mr. Farmer contracts his grain on a price based on the premium above the distant future month at which wheat is selling on the contract day. Now, supposing Mr. Farmer has 1,000 bus. of wheat in the elevator on Dec. 1st and wishes to take advantage of this arrangement to hold his wheat, and on that day cash wheat is worth 5 cents over May and May is

\$1.15. This makes a total of \$1.20 as the basic price, the dealer deducts his margin and expense to terminal amounting to 20 cents per bushel; naturally the basis of the contract would be 15 cents under May.

Along about April 1st Mr. Farmer decides to sell his wheat and meanwhile the premiums on cash wheat have advanced to 15 cents over May and the dealer's regular price on that day, based on the same expense, is 5 cents under May, consequently there would be a difference of 10 cents per bushel, that the contract farmer would have to take less than his neighbor who did not contract. Knowing the conditions thru 14 years' actual experience in country elevators, we have a suspicion as to what is going to happen when Mr. Farmer finds this difference. First of all he is not supposed to be versed in market actions and does not understand them, but he does know that he is getting 10 cents less for his stored wheat than his neighbor who is selling cash wheat, and naturally he is only interested in that 10 cents per bushel difference, and after investigating he finds that he has two contracts with the dealer; one is the so-called storage ticket which is governed by the State law, and the other is between him and the dealer setting aside part of the conditions of the contract governed by the State law.

We doubt very much that any subsequent contract, to offset the conditions of a storage ticket, would be valid, if it was, there certainly would not be any need of making it a law; and if it did not offset, then Mr. Dealer would be identically in the same position, as if he had shipped stored grain, speculating on the market premiums, which he could do without advancing 60 cents per bushel and without interest to the farmer. Furthermore, we think that this Dillon dealer would find it mighty hard sledding after the experience alongside a live competitor.

We do agree with Mr. Leimert that the whole transaction in its simplest form would be the sale of Mr. Farmer's cash grain and him buying the future, provided Mr. Dealer gets his storage ticket back when he makes this second agreement or contract, and in such event, why wouldn't it be simpler yet if Mr. Farmer when he sells his cash grain would turn around and send a certain margin to some reliable commission firm at the terminal market and instruct it to buy May for him and hold it subject to his orders? They certainly would be in a much better position to

handle that hedge right there than Mr. Dealer who is all the way from 500 to 1,000 miles from the market, and Mr. Farmer would then also learn that the cash market has nothing to do with his speculation and he would hold no grudge against the dealer if there was a certain difference against him.—Yours truly, The Selfridge Equity Exchange, by M. Bayer, Mgr., Selfridge, N. D.

SUPPORT of the Grain Dealers National Ass'n and other ass'ns in their fight for reduction in telegraph and telephone tolls was voted favorably upon recently by the Baltimore Chamber of Commerce.

FARMERS are working in locomotive works. A grain dealer of Lima, O., tells of 700 farmers working in the locomotive works at from \$6 to \$8 per day, which beats farming. Many millers complain of unprofitable business, even tho they manufacture a product that produces the staff of life. They deserve good profits. Instead, the automobile, victrola, candy and moving picture business thrive—all non-essentials.—Fred Mayer.

## Well-Equipped Country Elevator.

The fireproof plant of the Eaton Farmers Equity Co., at Eaton, O., has a more varied equipment than most country elevators, and being of reinforced concrete lacks nothing in fire resistive quality.

The two elevator legs of 1,500 bus. capacity per hour each have all steel casings. Three ball-bearing Kewanee Truck Lifts are provided. Another valuable adjunct to the plant is a 24-inch Monarch Ball-Bearing Attrition Mill direct driven by two 20-h.p. electric motors. The mixing and retail feed bins are of steel.

Besides the 25,000 bu. grain elevator there is a 20,000-bu. corn crib and a 2-story warehouse 26 ft. wide by 70 ft. long, all of concrete, and shown in the engraving herewith.

The equipment includes a sheller of 400 to 600 bus. per hour capacity, one Monitor No. 7 Combined Corn and Grain Cleaner, one 100-bu. Fairbanks Hopper Scale, one 20-ton Fairbanks Truck Scale, a 3-ton freight lift and electric power and lights, all wiring being in concealed conduit. The elevator was erected jointly by a Chicago firm and the Ballinger Construction Co.



25-000-bu. Elevator, Warehouse and 20,000-bu. Corn Crib of Farmers Equity Co. at Eaton, O.

# Speculation Involved in the Marketing of Grain

By William Murphy, Kansas City

So much misrepresentation and misunderstanding exists as to the present system of marketing grain, the various steps in its development are of special interest.

It was the custom, in early days, to meet at certain places to exchange information and goods, including grain. In this country, early marketing of grain and other farm products took place at country cross roads.

On some of the streams, water power grist mills supplied the people nearby with flour and meal in exchange for their grain, retaining a percentage of the grain or its products as toll for their services.

Water transportation, and later the building of railroads, made it possible to expand and send the products of the farm to larger centers in exchange for needed supplies.

As the annual surplus of the grain from the farms increased, it was found necessary to provide facilities for storing and distributing it as needed throughout the year, either for domestic or foreign consumption.

The building of elevators and warehouses at points of advantage for receiving, storing and distributing, naturally followed as business centers developed, providing a ready market for grain every business day throughout the year.

A large amount of capital is involved in these terminal facilities and in caring for the surplus crops. The owners or operators of terminal elevators figure on storage charges for carrying the grain whether for their own account or in store for others.

**Trading Places:** In order to facilitate the economical handling of grain, exchanges or boards of trade were established, where the business of handling and disposing of the surplus is transacted.

The objects of such boards are: To promote uniformity in the customs and usages of merchants; to inculcate principles of justice and equity in business; to facilitate the speedy adjustment of business disputes; to inspire confidence in the business methods and integrity of its members; to collect and disseminate valuable commercial and economic information toward seeking the most advantageous markets for our surplus products.

The farmer raising the grain usually sells it to a country dealer who has limited elevator space but sufficient to accumulate for car lot shipments. The country dealer sells to mills, terminal buyers or for consumption at other points, or consigns it to a commission house at a terminal to be sold on arrival or put in store for his account.

The terminal dealer sells to mills, other terminals, local points for domestic consumption or for export. The exporter finds markets for the surplus that moves out of the country, keeping posted as to the requirements of importing countries and matching wits with the foreign buyers in seeking the best outlets.

The commission merchant, aside from advancing money for nearly the full value of the grain shipped to him on consignment, until the grain arrives, is sold and weighed, represents the best interests of the shipper in every way possible.

**Inspection:** All grain arriving at terminal markets is inspected officially by inspectors, licensed by the Federal government. When consigned grain is inspected, samples with tickets designating the grades, are delivered to the commission man, who places them on his table on the exchange floor, where they are offered for sale. They are examined by the different buyers, representing local consumers, shippers to other markets, millers, elevator operators or exporters, and finally sold to the one offering the best price.

In the handling of grain there is keen competition in every department, and there is no other commodity handled on such a small margin of profit.

**Faultfinders,** who misunderstand the real purposes of boards of trade or from a desire to further some personal or political ambition, criticize them, are unable to offer anything practical in their place.

They harp on the speculative element that enters into transactions on the boards of trade, sometimes choosing to call the trades gambling transactions; yet, if they are honest with themselves and are really posted, they would know that in removing the speculation they would remove the balance wheel in regulating values.

Nothing that is subject to changing values is free from an element of speculation. The owner of any commodity must carry the speculative risk unless there is some means of hedging or insuring against it. Until grain goes into consumption some one must own it, and whoever owns it is a speculator to the extent that his holdings are not protected by a hedge.

Speculation in grain starts with the farmer when he puts his land investment, seed and labor against the possibility of raising a crop.

Experience has taught him that it is a reasonable speculation, and with favorable conditions he will win. When his crop is harvested, and until he disposes of it, the farmer is a real speculator in actual grain.

While the ownership is vested in the farmer he is speculating on changing conditions that bring about changing values. When he sells it to the country grain dealer the ownership and speculative risk are transferred to the country dealer. Whether he sells direct or ships on consignment to be sold, the country dealer carries the speculative risk until the grain is sold.

The new owner, if a miller, may grind the grain and sell his product, transferring the speculative risk to the jobber, retailer or exporter, who passes it on to the vanishing point with the ultimate consumer.

If the sale is made to a terminal buyer, he assumes the speculative risk of ownership until he sells it. If sold for export, the speculative risk passes on to the exporter, and so on out of the country, until it finally goes into consumption.

**Trading in futures** is a term applied to buying or selling a stipulated amount of grain to be delivered at a stated time, usually any time during a stated month, at a stated price. Thus the terms, "May," "July," "September" or "December" wheat, corn, oats or rye mean a stipulated amount of the grain mentioned to be delivered by the seller to the buyer any time during the month specified.

The term "Option" comes from the terms of trading in futures by which the seller has the option of delivering the grain any time during the stated month.

**Hedging** is a term applied to selling a future against grain on hand or contracted for, or the buying of a future against a sale of grain or grain products for which the buyer of the future has not secured the actual grain to fill his sale.

Speculation in grain futures is buying or selling a future with the view of realizing a profit from the transaction either by taking the grain when delivery time comes or closing the trade before delivery is made.

**Delivery of grain on future contracts** is made by delivering a warehouse receipt, with other papers, transferring ownership of a specified amount of grain stored in some elevator or warehouse as indicated on the receipt. The full value of the grain shown on the receipt is then due and payable. The buyer receiving the warehouse receipt may order the grain loaded out of the elevator for shipment or hold it in store subject to the storage and insurance charges provided for by a regular tariff. The warehouse receipt is transferable.

If a farmer feels that the market for his grain is too low, when ready for marketing, he can sell his grain at the prevailing market price, get the use of his money and buy a future of an equal amount by depositing a small percentage of the value of his grain with the party through whom he places his order as a margin of protection against loss to the party carrying the trade for him.

This he can order resold at any time. While he owns his actual grain he is a speculator. When he sells it his speculation ceases. If he buys a future he again becomes a speculator,

but it gives him the use of his money and provides a means for carrying his grain until, in his judgment, it is time to sell it.

A country grain dealer may prefer shipping his grain on consignment to be sold on arrival at a terminal market rather than accept such bids as he may have from mills or other sources, but he may have difficulty in getting cars for prompt shipment or his shipments may be delayed in transit, so, to protect the margin of profit he has in sight, based on the prevailing market, he may sell a future as a hedge against his grain, on hand or in transit, and when his consignments arrive and are sold, he can buy back his hedge. While cash prices and futures do not always fluctuate the same, the tendency is along that line.

A miller may have an attractive order for his product for deferred shipment, but has no grain on hand with which to make the product. Based on prevailing market values, he could make the product at a profit, so he makes the sale and buys a future, which means grain to be delivered to him later on with which to manufacture the product he has sold.

In the meantime the miller finds it to his advantage to buy his wheat from the country or from some other dealer, or he may go on the floor of the exchange and select samples to fill his requirements before the time for delivery on his future contract arrives. As he buys the actual grain, he may sell his future and not take delivery, but he has been hedged or protected against losing his profit by having bought the future and reselling it when the grain for his requirements has been bought.

An exporter may have a good bid for a cargo of grain for deferred shipment, but he could not take advantage of it if he could not go into the market and hedge the transaction by buying a future the same as the miller.

A number of farmers, country dealers or terminal dealers may desire to hedge their holdings by selling futures. At the same time a number of millers, exporters or feeders may desire to buy futures to cover their requirements, but the amounts on each side may not be equal.

The speculator usually stands ready to take the surplus or sell the excess required, thus helping to keep prices from fluctuating very far out of line with values justified by information at hand regarding the world conditions.

It would not be practical for all producers to get in contact with all consumers, so the board of trade provides a place for quick and economical means of bringing the buyers and sellers together by arranging for trading in futures as well as cash transactions.

## Radio Flashes.

RADIO has been declared a state monopoly by the Spanish Government, reports Commercial Attache Cunningham. Bids for the exclusive concession to distribute radio in Spain will be asked for within 60 days. Foreign companies will be given an opportunity to bid, but Spanish companies will be given preference.

ELECTROCUTION of a 16 year old boy at Chicago was the result of his throwing radio aerial wires over electric service wires while in the act of installing a radio receiving outfit. His aerial wire stuck to the service wire and his efforts to remove it caused the insulation to wear off. A sudden flash and he fell to the ground dead. Beware the high tension wires and be sure of your ground before erecting an aerial or fastening wires to telephone or telegraph posts.

RADIO equipment has passed thru the era of fly-by-night equipment and is now on a stabilized basis. Excellent radio receiving outfits can be obtained at the same price that was formerly paid for equipment produced when radio was in its infancy, and which did not serve satisfactorily. Latest improvements on a long distance receiver replaces the heavy storage battery with three dry cell batteries thru the use of a U. V. 201-A tube. This eliminates a big expense in connection with the operation of the set and a few further developments of like nature will enable anyone to purchase the best constructed set at a price within reach of all.

# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## CALIFORNIA

San Francisco, Cal.—The Harbor Commissioners have agreed to the use of the Islais Creek Warehouse by grain exporters for receiving and shipping out grain. The immediate installation of wheat grading and cleaning machinery will involve an expenditure of \$80,000. This will be done before the new crop moves. Warehousemen have stated that these facilities should be installed by private interests and the Harbor Commissioners agree that if private interests wish to install the machinery they would not object.

## CANADA

Fort William, Ont.—The Bole Grain Co. has purchased the Mutual Elvtr. Co.'s terminal elvtr.

Winnipeg, Man.—The Bawlf Terminal Elvtr. Co., Ltd., has incorporated; capital stock, \$1,500,000.

Kingston, Ont.—Thomas T. Renton died Mar. 24. He was at one time mgr. of the Toronto office of James Richardson & Sons, Ltd.

Leamington, Ont.—S. B. Green & Sons Co., Ltd., incorporated to deal in grain, seed, etc. B. Green, S. B. Green, C. Green, Beatrice Davies and Mitchell Dingman are interested. Capital stock, \$40,000.

Richmond, Ont.—The Canadian National Railway Co. has informed the municipality that it is necessary to spend money at many other points, and it will be impossible to erect elvtrs. on Lulu Island.

Montreal, Quebec.—I was formerly in partnership with Byrne & Beaulieu, but I have been operating by myself at Room 237, Board of Trade Building, in the grain brokerage business, since Feb. 1, at which time the partnership was dissolved. I have private wires to Toronto, Boston, New York, Buffalo, Chicago, Duluth and Winnipeg, also to all other leading markets.—G. A. Beaulieu.

## COLORADO

Denver, Colo.—The Grain Exchange Ass'n at its annual meeting Mar. 12 elected J. W. Conley pres.; J. R. Forsythe, vice pres.; O. M. Kellogg, 2d vice pres.; C. B. Rader, sec'y, and N. A. Anderson, treas.

Longmont, Colo.—At a recent directors' meeting of the Farmers Union Co-op. Elvtr. & Supply Co., the company was dissolved. In a reorganization, it will be known as the Union Milling Co. It will take over the business and property of the old company, operating on the old line plans with ample capital to operate the plant on full time. The former directors are still in charge and C. M. Replogle is mgr.

## IDAHO

American Falls, Ida.—The Intermountain Milling Co. has leased the Evans Elvtr. and will establish headquarters there. The old elvtr. burned to the ground a month ago.

Pocatello, Ida.—The Peerless Grain Co. has filed articles of incorporation with a capital stock of \$25,000. A. C. Wilson, W. J. Wilson and S. H. Wilson have subscribed for \$300.

Deary, Ida.—At an elvtr. meeting the farmers voted unanimously to sell the plant and equipment of the Farmers' Whse. & Elvtr. Co. The elvtr. will run as it is until August. A plan to take over the plant by some of the farmers interested may be considered.

Cottonwood, Ida.—The Cottonwood Milling & Elvtr. Co. recently reorganized as the Cottonwood Elvtr. Co., with John F. Nuxoll, pres., V. G. Lustig, vice-pres., J. F. Jenny, sec'y, and Felix Martzen, treas. The company will conduct a storage business only, having leased the mill to S. E. Mikkelsen of Lewiston, who will reopen it soon.

Lewiston, Ida.—The Pacific Coast Elvtr. Co. has increased its capital stock from \$200,000 to \$1,000,000.

## ILLINOIS

Borton, Ill.—Chas. Henn, formerly in the grain business, committed suicide Mar. 13.

Palestine, Ill.—Meisenhelder Bros., millers, will double the capacity of their plant.

Stockland, Ill.—J. Summer & Sons' elvtr. was wrecked Mar. 12 as the result of a windstorm.

Milmine, Ill.—C. E. Smith's elvtr. was damaged about \$500 by the windstorm of Mar. 11.

Manito, Ill.—The Grangers Elvtr. was entered by burglars recently, who failed to get anything.

Kemp, Ill.—T. E. Hamman of Decatur has purchased the site of the elvtr. of Cuppy & Moss.

Carlyle, Ill.—The Carlyle Milling Co. sustained a small loss on Mar. 10 as a result of a tornado.

Peoria, Ill.—The Tyng Grain Co. has moved to a new location in the Board of Trade Bldg.

Walnut, Ill.—The Walnut Grain Co. has installed 2 Hall Signaling Grain Distributors in its elvtr.

Tilden, Ill.—M. S. Byrd, who was mgr. of the Tilden Mill & Elvtr. Co., has removed to East St. Louis.

Henning, Ill.—McNeil & Prillaman's elvtr was damaged by the windstorm of Mar. 11. Loss \$500.

Clinton, Ill.—The DeWitt County Grain Co. was robbed recently. Checks amounting to \$400 were stolen.

Ottawa, Ill.—The Wallace Co-op. Grain & Supply Co. certified to a decrease in stock from \$100,000 to \$50,000.

Opheim, Ill.—The Opheim Grain Co. is going to build a lumber shed in the spring and take on a line of lumber.

Springfield, Ill.—S. B. 165, the co-operative pooling bill, went to second reading and amendment in the Senate Mar. 15.

Kankakee, Ill.—The Kankakee Farmers Grain Co. has installed a mill which has a grinding capacity of 4 tons per hour.

Schrodt's Station (Mt. Carmel p. o.), Ill.—I have purchased all of C. W. Baker's interests in real estate and elvtr.—E. R. Snyder.

Harristown, Ill.—Construction of the new \$15,000 elvtr. for the Beall Grain Co. will start soon. Geo. A. Saathoff has the contract.

Cullom, Ill.—The elvtr. of Bernard Sullivan is completed. It stands 75 ft. high, has a capacity of 30,000 bus. and is electrically equipped.

Filson, Ill.—T. E. Hamman of Decatur purchased the elvtr. of the Fred Wells Grain Co. for \$13,000. He will take charge of the elvtr. Apr. 1.

Glasford, Ill.—The Farmers Lumber & Grain Co. sold its property to A. L. Maple of Glasford and J. A. Peters of Peoria, the original owners.

Armington, Ill.—A. A. Hunker arrived here recently to be mgr. of the Burt & Richmond Grain Co. He formerly managed an elvtr. at Rochester.

Broadwell, Ill.—Fred Maurer, prop. Broadwell Grain Co., has disposed of the elvtr. and site to John W. Prather and W. W. Hill of Williamsville and Springfield, respectively.

Springfield, Ill.—S. B. 85 by Kessinger, taxing trades in futures on the Board of Trade ¼ cent per bushel, was recommended for passage Mar. 15 by the Senate Com'te on Agriculture, Live Stock and Dairying.

Walnut, Ill.—Chas. A. Pfund, mgr. of a grain elvtr., is charged with appropriating 646 bus. of corn, owned by N. L. Self, causing him a loss of \$250. He has been released under bond and has turned over property to make good losses.

Hoopeston, Ill.—The J. C. Shaffer Grain Co. of Chicago has purchased the business of John H. Norris, who conducted a grain commission office in the Hoopeston National Bank building. Mr. Norris expects to retire.

Galton, Ill.—The elvtr. of Frank DeHart will be rebuilt. Improvements will include the installation of new machinery, new dump and concrete bins. The elvtr. has a capacity of 54,000 bus., which will be increased to 90,000 bus.

Springfield, Ill.—The bill, S. B. 24, appropriating \$12,000 for the payment of overtime services in the Chicago grain inspection division, passed the Senate Mar. 6, was read in the House Mar. 14 and referred to the com'te on appropriations.

Muncie, Ill.—The firm name of E. G. Stephens of Danville and Fred Shelby of Paxton, who purchased the elvtrs. from A. E. Betts Grain Co., is Stephens & Shelby, with headquarters here. Fred Shelby will manage both plants from the Muncie office. The elvtr. at Brothers is on the C. & E. I. and the Muncie elvtr. is on the Big 4.

Springfield, Ill.—H. B. 303, by Clark, introduced in the Illinois Assembly Mar. 8 and referred to the com'te on Industrial Affairs, provides that every owner or operator of a mill or any business in which the employees become covered with dust, grime and perspiration so as to endanger their health after leaving work, shall provide a warm and sanitary washroom.

Humrick, Ill.—Harry Brock-Jones, Jr., has purchased the 2 elvtrs. here and at West Humrick, formerly operated by the Frank Jones Grain Co., located on Southern Indiana Railroad and T., St. L. & W. Both elvtrs. have a capacity of about 100,000 bus. of grain. The Melwood Elvtr., of which I am mgr., belongs to the Farmers Elvtr. Co. of Metcalf, and has not been sold. I have nothing to do with the Humrick Elvtrs. Mr. Brock-Jones will reside at Ridgefarm.—O. J. Linebarger.

Springfield, Ill.—S. B. 150, by Lantz, makes it unlawful for any ass'n engaged in the buying and selling of agricultural products to discriminate against any person having adequate financial responsibility so as to prevent the sale of a membership in the ass'n to such person. Gives injunctive relief to compel the ass'n to grant a membership to such person; and treble damages for any injury sustained by him through violations of the Act. Penalty: \$1,000 for each offense. Introduced Mar. 6 and referred to com'te on agriculture, live stock and dairying.

## CHICAGO NOTES.

Memberships in the Board of Trade are selling at \$5,225.

A building fund for the Board of Trade has been suggested to be created by assessing each sale of 1,000 bus. one-half cent.

S. Fritz Mayer has withdrawn from partnership in Stein, Alstrin & Co. He recently left for California and will then make a year's tour of Europe.

The Armour Grain Co. is considering the enlargement of public elvtr. space by converting 2 of its private houses, having a total of 2,300,000 bus. capacity.

The meeting held Mar. 12 by the directors of the Board of Trade with representatives of the American Farm Bureau Federation and the U. S. Grain Growers Sales Agency was mutually satisfactory.

The Star & Crescent Mills have changed to electric power, securing current from the Commonwealth Edison Co. It is estimated that it is cheaper to operate by electricity than to furnish own power.

Samuel P. Arnot, who is well known to the grain trade of the country, and a former official of the Chicago Board of Trade, will be connected with A. O. Slaughter & Co. in the general commission and brokerage business effective Apr. 1.

Wearing umbrellas is unpopular in Los Angeles, so the city council has enacted an ordinance providing for a fine of \$500 and six months in jail for persons feeding pigeons in the business district. Chicago Board of Trade might profit by this example.

Kenneth P. Kimball, broker, well known to bean jobbers of Michigan, filed a petition in bankruptcy Mar. 15. Liabilities, \$219,476; assets, \$155,106, but of these assets \$120,000 is stock in the Kimball-Martindale Co., of Bay City, Mich., listed as "doubtful." To the Martindale Bean & Grain Co., of Bay City, \$11,296 is due.

The executive and membership com'tes of the Board of Trade were empowered at a meeting recently, of the board of directors of the Board of Trade, to confer with the advisory com'te of the grain growers, on the question of admitting co-op. organizations to membership.

The amendment to the rules of the Board of Trade increasing the transfer fee on memberships from \$250 to \$500 was adopted Mar. 12 by a vote of 259 to 173. One-half of the proceeds will be used to retire the Board's \$484,000 outstanding bonds, and the remainder to retire memberships purchasable at \$6,000 or less.

Richard Gambrill died recently at the age of 61, from diabetes and the effect of a carbuncle. He engaged in the business of forwarding agent at Baltimore, was a member for a time of the firm of Smith & Gambrill, grain exporters at Baltimore, became a member of the Board of Trade in 1885 and removed to Chicago in 1896 where he has conducted a cash grain brokerage business, for a time representing McWatty & Flahive of New York. He was a member of the leading clubs. The widow, Mary S. Gambrill, a daughter, Mrs. Stanley B. Adams and one son, Richard, Jr., survive him, as does his father, who was a miller at Frederick, Md., now aged 93.

## INDIANA

Franklin, Ind.—The Suckow Milling Co. sustained a slight loss on Mar. 11, caused by a tornado.

Rushville, Ind.—The Rush County Mills will erect a grain storage building at a cost of \$10,000.

Edgerton, Ind.—The Edgerton Grain & Coal Co.'s smokestack was wrecked by the windstorm of Mar. 11.

New Albany, Ind.—John H. Shine of John H. Shine & Co. has been elected pres. of the New Albany National Bank.

Indianapolis, Ind.—The safe of the Evans Mfg. Co. was blown open recently and \$400 in money and several checks were stolen.

Vincennes, Ind.—Jordan Mill & Elvtr. Co. incorporated, capital stock \$3,000; directors, Samuel A. Jordan, Geo. M. Jordan and Samuel A. Jordan, Jr.

Atkinson, Ind.—Henry Rommel, a pioneer resident of Benton county, died recently. He established a grain elvtr. here, which he conducted for 30 years.

West Middleton, Ind.—For refusal to arbitrate a trade difference the West Middleton Mill & Elvtr. Co. has been expelled from the Indiana Grain Dealers Ass'n.

Lucerne, Ind.—Ray Cochran is now manager of the Lucerne Elvtr. Co. He succeeds Harry Catron and was formerly mgr. of the Farmers Elvtr. Co., Royal Center.

Indianapolis, Ind.—The Thresherman's Lien amendment, S. B. 201, has been killed in the agricultural com'te of the Senate. The bill would have given 60 instead of 10 days to file lien.

LaCrosse, Ind.—The office of Chatterton & Son and the Farmers Elvtr. Co. were robbed recently. The thieves secured merchandise and office equipment, in addition to a quantity of grain.

Kewanna, Ind.—The elvtr. of Jordan & Baird which burned a year ago has not been rebuilt. It was formerly the Starr elvtr. but we sold to them in 1916. They are operating the other elvtr. they own at this place.—Starr Grain Co.

Fountaintown, Ind.—The Hungate Wholesale Co. is made defendant in a suit brought by Geo. F. Eikman, stockholder in the company. Mr. Eikman charges mismanagement and fraudulent dealings and demands the return of his investment of \$4,000 and also \$5,000 damages. He states that only 10,000 of the original 25,000 shares placed on the market by the company were sold and the amount received, \$180,000, was wasted in mismanagement and on high salaries for officers of the company. The officials refused to keep an accurate account of the company's business or to allow an audit to be made of the books. At a meeting of the stockholders Nov. 6, 1922, the majority of stockholders were not present, but the officers voted to sell the property of the company and dissolve the organization. Elvtrs. at Gwynnville, Knightstown and Fountaintown were sold. The defendant officers' attorney states that the dissolution of the company was done upon agreement of all stockholders.

Goodland, Ind.—Fred Burger has succeeded me as mgr. of the Rich Grain Co. Mr. Burger and I were formerly mgrs. of the Goodland Grain Co. prior to its purchase by the Farmers Co-op. Co. I am now postmaster.—Wm. G. Beal.

## IOWA

Dedham, Ia.—The Farmers Grain, L. S. & Lumber Co. was robbed recently.

What Cheer, Ia.—The Bird Dugger Elvtr. will reopen soon under new management.

Hartley, Ia.—Work on the Ed. Mann Elvtr. has been started by the T. E. Ibberson Co.

Stockton, Ia.—A feed grinder to use 50 h. p. will be installed by the Farmers Elvtr. Co.

Ute, Ia.—The capital stock of the Farmers Elvtr. Co. will be increased from \$25,000 to \$50,000.

Craig, Ia.—The Farmers Elvtr. Co. was burglarized recently. It was the second robbery within a week.

Granville, Ia.—This firm is still in the hands of a receiver (appointed Oct. 1).—F. J. Goergen, receiver Granville Co-op. Grain Co.

Bedford, Ia.—R. R. Pollock has succeeded Sam Robinson as mgr. of the Farmers Union Elvtr. Co. He will take up his new duties Apr. 1.

Castana, Ia.—I have resigned as mgr. for the Trans-Mississippi Grain Co., to take effect Apr. 1, and will remove to Hooper, Neb.—H. J. Shaffer

Struble, Ia.—The Atlas Elvtr. Co.'s elvtr., containing 1,500 bus. of grain, was recently destroyed by fire which resulted from a defective flue.

Rock Rapids, Ia.—Orlando Keck, grain operator and owner of a number of elvtrs in this state, died recently in Pasadena, Cal., aged 60 years.

Fort Dodge, Ia.—The Farmers Elvtr. Co. was damaged by fire on Mar. 8 to the extent of \$8,500. Eleven thousand bus. of corn and oats were destroyed.

Indianola, Ia.—The Farmers Elvtr. Co. reorganized and placed the management in the hands of a new board of directors. Gage Kent will remain as mgr.

Mason City, Ia.—The Allison Coal & Feed Co. has just completed its new feed grinding plant, which includes a 24-in. Unique Attrition Mill with two 20-h.p. motors.

Sioux City, Ia.—The International Milling Co. contemplates enlarging its mill at a cost of \$100,000. The mill capacity will be increased to 1,800 bbls. of flour daily.

Early, Ia.—The Early Grain Co.'s elvtr. was completely destroyed by fire Mar. 6. The elvtr. contained approximately 4,000 bus. of oats and 4,000 bus. of corn. Insurance, \$10,000.

Turin, Ia.—The Turin Elvtr. Co.'s elvtr. and the S. H. Bowman coal sheds were destroyed by fire recently. Twelve thousand bus. of grain was stored in the elvtr. Insurance, \$10,000.

Bedford, Ia.—Clark Thompson has purchased the flour mill, which has long stood idle, from R. L. Whittington, and will rebuild and put it into operation as soon as possible.

Mason City, Ia.—The J. C. Shaffer Grain Co. has moved from Charles City to this point where local patrons will receive the same service as heretofore. The company is located in the M. B. A. Bldg.—J.

Clear Lake, Ia.—Judgment for \$2,423.10 was issued against the Farmers Co-op. Co. in favor of Johnson Bros. Clay Works of Fort Dodge, for payment of material furnished them in the construction of the elvtr.

Sioux City, Ia.—I am now mgr. of the Alfalfa Products Co. at Riverside, Sioux City. I was formerly agt. McCaull-Webster Elvtr. Co. at Elk Point, S. D.—Dan C. Greig. (It was recently reported that the Wm. Slaughter Grain Co. had purchased the plant of the Alfalfa Products Co.)

Des Moines, Ia.—House File No. 668, introduced in the House by Edson of Buena Vista, provides for the storage of grain under state supervision; and has been referred to the com'te on agriculture. Farmers or others who have cribs and granaries will be enabled to have the cribs or bins sealed after having filled them with grain, the state sealer issuing a certificate stating the amount of grain, which certificate is made negotiable, as a sort of farm credit proposition. The owner is required to insure against fire and windstorm. The state does not guarantee that the certificate is correct as to weight or grade.

Des Moines, Ia.—A bill, S. F. 594, has been introduced in the Iowa Senate, creating a state department of agriculture, and providing for the election of a sec'y of agriculture.

Dixon, Ia.—The addition to our elvtr. has been completed and we expect to do some remodeling on it this spring. We will also install a Kewanee Truck Dump.—Dixon Co-op. Elvtr. Co.

Rudd, Ia.—Mr. Cliff, who was mgr. for the Farmers Exchange Co., bot a controlling interest in the Hubbard Grain Co.'s elvtrs. The firm name will be changed to the Rudd Grain Co. Mr. Smith, who was mgr. for the Hubbard Grain Co., is now mgr. of the Farmers Exchange Co.

## KANSAS

Colby, Kan.—E. J. Minshall is in charge of the Federal Grain Co.'s office here.

Belpre, Kan.—Directors of the Farmers Grain Co. have decided to erect a large warehouse.

Topeka, Kan.—The new warehouse commissioner will be E. N. McCormick of Moran, Kan.

Lebo, Kan.—J. L. Jones has bot the interest of T. R. Evans in the Lebo Grain & Elvtr. Co.

Horton, Kan.—The elvtr. operated by John L. and Lillie Graham was recently destroyed by fire.

Esksridge, Kan.—The Farmers Elvtr. Exchange has recently reappointed Earl Brown as mgr. of the elvtr. business.

Valley Falls, Kan.—The Hatfield Elvtr. Co. is now under the management of L. A. Hatfield. H. E. Martin was former mgr.

Lyons, Kan.—J. A. Falen has resigned as mgr. of the Farmers Co-op. Union Elvtr. He will go to Stafford to engage in the grain business.

Wakeeney, Kan.—A. D. Richter, formerly in the grain business at Salina, will manage the elvtr. of the Farmers Co-op. Elvtr. Co. at this place.

Clyde, Kan.—Mail addressed to L. P. Jones, who was formerly agt. for the Golden Belt Grain & Elvtr. Co. until that office was closed, has been returned.

Burdett, Kan.—E. L. Allen, who is buyer for the George Gano elvtr., was arrested recently charged with embezzling 2,300 bus. of wheat from the company's elvtr.

Marysville, Kan.—Contracts were let this week by the Marysville Mill & Elvtr. Co. for additions to the building and new equipment. Monarch machinery was contracted for.

Satanta, Kan.—C. F. McDonald, who was mgr. of the Garden City Elvtr. for 15 years has purchased the elvtr. of the Farmers Elvtr. & Mercantile Co. He will take possession June 1.

Blue Rapids, Kan.—The Blue Rapids Milling & Elvtr. Co. sustained a slight damage loss on Mar. 15 when fire started in the office, which is attached to the elvtr., due to a defective flue.

Penalosa, Kan.—A. G. McReynolds, mgr. of the Farmers Com. Co. at Hutchinson, bot the elvtr. of the Farmers Elvtr. Co. J. H. Dye of Cunningham will take charge of the elvtr. for the new owner.

Hutchinson, Kan.—P. M. Clarke, of the New Era Milling Co., Arkansas City, has purchased a membership in the Board of Trade and opened an office for conducting a general grain business as the P. M. Clarke Grain Co.—Cal.

Salina, Kan.—R. A. Muir, a member of the state executive board of the Kansas Wheat Growers Ass'n, says: "The ass'n has had a Salina elvtr. under discussion for some time, but I have heard of nothing definite being decided."

Hutchinson, Kan.—Philip M. Clarke, formerly mgr. of the country stations and grain department of the New Era Mfg. Co. at Arkansas City, has engaged in the grain business here as P. M. Clarke Grain Co. with offices in the Rorabaugh-Riley Bldg.

Pratt, Kan.—The Pratt Mill, a subsidiary of the Kansas Flour Mills Corp., will again manage its own business. The office and sales force, which have been located at Kingman, will be returned to Pratt, and a resident will assume management of the business.

Caruso (Ruleton p. o.), Kan.—Guy Fike recently purchased 10 acres along the north side of the Rock Island railroad for the purpose of erecting an elvtr. with a capacity of 40,000 to 60,000 bus. He will start to build as soon as a side track is built by the Rock Island.

Hutchinson, Kan.—J. K. Pickerill has resigned as mgr. of the local office of the Davis-Noland-Merrill Grain Co., successors to the Terminal Elvtrs. and the J. Rosenbaum Grain Co. He will go to Winfield, where he will be associated with the Consolidated Flour Mills Co. Mr. Pickerill has been local mgr. for the Terminal Elvtrs. for about 2 years and is sec'y of the Hutchinson Grain Club.—Cal.

McCracken, Kan.—The Ryan Grain Co.'s elvtr. burned Mar. 13. A quantity of wheat, also cane seed, was destroyed with the plant. The cause of fire was hot box or locomotive spark. Will rebuild but have not decided on plans, presumably 18,000 bus., frame, iron clad. The wheat was fully covered by insurance; 600 bus. cane seed total loss; \$2,000 loss in elvtr. building and supplies.—Ryan Grain Co.

Hutchinson, Kan.—Miss Alice Mullen, who has been an employe of the Yates Grain Co., formerly the Hinman-Yates Grain Co., for about 6 years, and Miss Helen Voth, an employe of the Oswald Grain Co., were injured on the morning of March 17 by being struck by an automobile as they alighted from a street car on their way to work. Miss Mullen died later the same day but Miss Voth is recovering.—Cal.

## KENTUCKY

Calvert City, Ky.—The mill operated by the Norman Milling Co. was totally destroyed by fire recently.

Louisville, Ky.—David S. Green, who was the surviving member of the grain and brokerage company of John W. and D. S. Green, died recently. Age 83 years.

Paris, Ky.—Wm. Redmon of North Middletown purchased a half interest in the grain business of R. F. Collier. The firm will hereafter be known as Collier & Co.

## LOUISIANA

Crowley, La.—A consolidation of the Crowley Grain & Com. Co. and C. C. Lyons & Son, coffee roasters, has been effected. The company has purchased the Frankel Warehouse and it will do a wholesale business in grain, feed, flour, etc. The name of the Crowley Grain & Com. Co. will be continued.

## MARYLAND

Baltimore, Md.—The capacity of the elvtr. to be built by the B. & O. R. R. and for which bids are to be in by Apr. 3 will be 4,000,000 bus.

Baltimore, Md.—Wm. H. Hayward, former pres. of the Baltimore Chamber of Commerce, who has been in charge of the flour and grain department of the Commercial Union of America, Inc., New York City, for the past year, will sever his connection Apr. 1 and will return here.

## MICHIGAN

Detroit, Mich.—A. C. Raymond died recently.

Kalamazoo, Mich.—James L. Sebring, who retired in 1904, died Mar. 2, aged 83 years.

Hopkins, Mich.—The Hopkins Elvtr. Co. experienced a small loss, caused by the tornado of Mar. 11.

Gowen, Mich.—I have shut down my business here for the summer and am going away.—Albert M. Petersen.

Harrison, Mich.—We have taken over the business of the Co-op. Service Bureau.—Jas. Stevenson & Son, Adrian, Mich.

Detroit, Mich.—The Board of Trade has renewed its lease, for quarters in the Murphy Building, for another period of 3 years.

Chesaning, Mich.—The three elvtrs. of L. W. Doane, the Farmers Elvtr. Co., and the Chesaning Grain Co., were burglarized on Mar. 1.

Battle Creek, Mich.—The milling firm of Titus & Hicks was placed in the hands of a receiver recently. Heirs of Richard Hicks demanded a settlement.

Lansing, Mich.—The Michigan House on Mar. 12 passed the bill, S. B. No. 7 repealing Act. No. 287 of Public Acts of 1921 providing for the collection of agricultural statistics by township or city supervisors or other assessing officers.

Detroit, Mich.—The Board of Trade recently elected C. R. Huston, pres.; Gerald Hulett, first vice-pres., and Wm. G. Lichtenberg, second vice-pres. The following constitute the board of directors: Frank T. Caughey, H. C. Carson, Theo. W. Swift, F. W. Blinn, H. B. Simmons, A. S. Dumont, Robert Henkel and Armin Rickel.

Lansing, Mich.—S. B. No. 118, introduced by Senator Gettel and now on the table in the senate ready for passage at any time, provides for the re-enactment of the old Sec. 7 of the weights and measures law with the word "knowingly" struck out, making it easier to convict for giving short weight or measure when selling any commodity.

## MINNESOTA

Duluth, Minn.—T. W. Hugo, who was consulting engineer for the Consolidated Elvtr. Co., died Feb. 27.

Searles, Minn.—I am not in the grain business any more.—A. F. Haas, former mgr. Equity Co-op. Exchange.

Winona, Minn.—Michael Burk, who was mgr. for the Western Elvtr. Co., died recently after an illness of about a month.

Litchfield, Minn.—John E. Johnson of Havana, N. D., is mgr. of the Independent Elvtr. Co. He succeeds Henry Hendrickson.

Norwood, Minn.—The Farmers Elvtr. Co. has purchased the defunct Security Elvtr. Co.'s elvtr. at this place and will take it down.

Frost, Minn.—The Farmers Co-op. Elvtr. Co. is having a new 10-ton scale installed and other general repairs made by T. E. Ibberson Co.

Ruthon, Minn.—Johannes Olsen is mgr. of the Ruthon Farmers' Elvtr. He was formerly with the Tyler Co-op. Co., of Tyler, Minn.

Duluth, Minn.—Work on the construction of the Russell-Miller Elvtr. plant is progressing and it is expected to be ready late in the fall.

Hutchinson, Minn.—Wagner & Son bot the elvtr. owned by the Empire Elvtr. Co. of Minneapolis. They will take over the elvtr. Apr. 1.

Duluth, Minn.—Application has been posted for the transfer of the Board of Trade membership of Spencer Kellogg to Howard Kellogg of Buffalo.

Amboy, Minn.—The Amboy Roller Mills are having a truck dump and a 26-ft. dump scale installed in their plant. T. E. Ibberson has the contract.

Minneota, Minn.—The Eagle Roller Mills Co. of New Ulm, Minn., is having a new truck dump, new motor, etc., installed by the T. E. Ibberson Co.

Iona, Minn.—O. F. Swanjord of Slayton, receiver for the Iona Farmers Elvtr. Co., is advertising the elvtr. and equipment of the company for sale.

St. Paul, Minn.—S. F. 994, a bill introduced by Cameron and Stevens, regulating warehousemen, applies to other than grain and cold storage warehousemen.

Winona, Minn.—The Western Grain & Coal Co. will begin construction of a \$20,000 plant as soon as weather conditions permit, to replace the structure destroyed by fire Jan. 23.

Young America, Minn.—The Farmers Elvtr. Co. has purchased the defunct Security Elvtr. Co.'s elvtrs. at this place and Norwood for \$2,200. The plant at Norwood will be razed.

St. Paul, Minn.—The Minnesota House Com'te on Marketing has approved an "anti-scalper" bill which would require a complete record of all transactions by members of boards of trade.

Dexter, Minn.—S. W. Stephenson is having his entire plant covered with iron, silent chain drive, new machinery installed and additional storage added. T. E. Ibberson Co. has the contract.

Duluth, Minn.—Franklin Paine, an old time grain dealer, died in California Feb. 28. He was the father of Parker M. Paine, a member of the firm of Logan & Bryan. For 23 years prior to 1919 he was mgr. of the clearing house.

St. Paul, Minn.—The Minnesota Legislature Civil Administration Com'te recommended for indefinite postponement the bill providing a pension for employes of the state railroad and warehouse commission who are more than 60 years of age and had served more than 25 years weighing and inspecting grain.

Leonard, Minn.—The Hanson-Barzen Milling Co. of Thief River Falls, Minn., has leased the building and fixtures of the Farmers Elvtr. Co. Flour, feed and seed will be handled, and grain will be bot under the management of A. A. Scott.

St. Paul, Minn.—The Senate Com'te on Marketing recommended on Mar. 9 that the bill providing for submitting to popular vote an amendment to the constitution allowing Minnesota to establish a system of state-owned terminal elvtrs. be passed.

St. Paul, Minn.—The Senate Com'te on Marketing favorably recommended for passage the bill introduced by Senator Geo. H. Sullivan requiring grain or hay commission merchants to carry a bond of \$25,000 for each town in which he does business.

Minneota, Minn.—The Farmers & Merchants Supply Co. is having a new wagon scale and a new dump scale in connection with a new all-steel lift, new motor, etc., installed. Other general repairs will also be made at the plant at the same time. T. E. Ibberson Co. is doing the work.

Faribault, Minn.—The Farmers Elvtr. Co.'s new feed grinding plant is completed. The equipment includes a Unique Attrition Mill with 24-in. plates and two 20-h.p. motors, also a corn crusher and necessary elevating and conveying machinery. The building is tile construction and contains 7 grain and feed bins and is also connected with the main elvtr. by conveyors and spouting.

St. Paul, Minn.—S. F. No. 239 in the Minnesota Senate and referred to the com'te on markets and marketing amends the grain warehouse law to include cereal and feed mills and malt houses; requires a license for each warehouse; requires track buyer to have a license costing \$5; exempts manufacturing feed mills and cereal mills from the clause requiring warehouses to be kept open; fixes the maximum charge for storage at one-half cent per bu. for 15 days, and one-thirtieth of a cent thereafter; cleaning, 2c per bu.; authorizes warehousemen to refuse delivery of grain to receipt holder when a lien shows title to be in another party; strikes out the requirement in Sec. 7 that the warehouseman issue a surrender receipt when terminal delivery is demanded; provides that the standard bushel of new ear corn shall be 80 lbs. in October and November and 78 lbs. in December and January. Sections 10 to 18 are re-enacted practically without change.

## MINNEAPOLIS LETTER.

Henry Beutner, formerly of the Marfield Grain Co., died Mar. 19 at Des Moines, Ia.

Aetna Grain Co., Inc., capital stock \$100,000; B. V. Loosemore, representative, Minneapolis.

Edward B. Clement died recently. He was at one time associated with E. S. Woodworth in the Clement-Woodworth Co. Three sisters survive him.

## MISSOURI

Berger, Mo.—Daniel Haid, Jr., died recently.

Richmond, Mo.—Plans are now under way to rebuild the R. V. Seward & Sons Elvtr., which was destroyed by fire on Sept. 9.

Cameron, Mo.—Theo. Bauer, who was mgr. of the Cameron Co-op. Elvtr. Ass'n, has resigned.

Mexico, Mo.—C. M. Fox will succeed Lester Miller, who resigned, as mgr. of the Producers Grain Co.

Hardin, Mo.—The Farmers Exchange has appointed Milt Cline general mgr. and J. Manking elvtr. boss.

Bunceton, Mo.—Claude Ferguson of Tipton has been elected mgr. of the Farmers Exchange Co.

Polo, Mo.—The Polo Elvtr. Co. bot the mill building on Elmer St. and will erect a building in the near future.

Sikeston, Mo.—The Citizens Bank has been closed by the state finance commission because of alleged shortage of \$50,000 to \$75,000. The shortage is the result of unsecured loans made to C. L. Cook, grain broker here, by C. D. Dover, cashier of the bank.

Jefferson City, Mo.—After having been defeated the night before, the Painter-McCawley bill making all grain elvtrs. and warehouses in the state public was passed by the Senate the morning of Mar. 9 by 20 to 10. The co-operative marketing bill has been passed.

Maysville, Mo.—The Maysville mill was sold recently at a trustee's sale. Ed. F. Cornelius purchased it for \$3,600.

The Missouri house of representatives has passed a bill authorizing county clerks to appropriate an unlimited amount of public funds for the support of county farm organizations willing to co-operate with the state university or agricultural college to carry out provisions of the Smith-Lever act.

Jefferson City, Mo.—A bill in the Missouri Legislature was defeated recently thru the efforts of the grain and milling industry. It proposed to place all elvtrs. of 25,000 bu. or more capacity in the public warehouse class and compel them to act as such. A third reading was reached on the bill before it was killed.

#### KANSAS CITY LETTER

D. F. Piazzek was recently elected to membership in the Board of Trade.

The late Leavenworth Fowler left W. H. Frazell, assistant sec'y of the Board of Trade, \$2,000.

Kansas City, Mo.—C. G. Eyer has been appointed traveling representative of the Federal Grain Co.

J. W. Perry, receiver for Houston, Fible & Co., reports that creditors may expect about \$.85 on the dollar of indebtedness.

The directors of the Board of Trade are considering a petition to order a vote on the disposition of \$40,000 in the building fund.

W. T. Redmon, who has been in charge of the kafir and coarse grain department of the Armour Grain Co. for 4 years, has resigned.

Walter A. Hinchman, formerly of the Kemper Grain Co., has bot the Board of Trade membership of W. W. Young, which was one of the assets of Dilts & Morgan, for \$8,000.

F. M. Colburn has announced his resignation from the position as mgr. of the export department of the Kansas Flour Mills Co., effective Apr. 1. He will enter the manufacturing business in partnership with Spencer Bartlett, formerly in the grain business in Salina, Kan.

The Journal is indebted to E. D. Bigelow, sec'y of the Board of Trade, for a copy of the Annual Statistical Report for the year 1922. The book contains 48 pages of valuable records of the activities of the Kansas City market during the year and also contains a new and complete list of members.

The Davis-Noland-Merrill Grain Co. incorporated, capital stock \$400,000, to take over the lease of the Terminal elvtr. formerly operated by the Rosenbaum Grain Corporation of Chicago, and also succeed to the business of the Ernst-Davis Grain Co. It will handle the buying of export wheat for the Rosenbaum organization, which will discontinue its Kansas City office. The Terminal elvtr. is one of the four largest at Kansas City, having a capacity of 2,750,000 bu.

#### ST. LOUIS LETTER.

The business of the Elmore-Schultz Grain Co. is being liquidated. The house will retire from business.

E. F. Catlin, who was recently suspended from the Merchants' Exchange, has retired from the grain business.

The contract for the construction of the 2,000,000-bu. reinforced concrete elvtr. of the Missouri Pacific Ry. Co. has been let to the Folwell-Ahlskog Co.

Creditors of the Jones-Wise Commission Co. will meet Apr. 11 in the office of Walter D. Coles, referee in bankruptcy, to examine and pass upon the accounts of Alvan J. Goodbar, trustee, who filed his final account Mar. 22.

The Parrott-Day Co. has retired from business. Denny Parrott is associated with Seele Bros. Grain Co. and H. B. McCormick, until recently with the Parrott-Day Co., is local representative of the Union Starch & Refining Co.

New rules governing the financial rating of members of the Merchants Exchange will be voted upon Mar. 22 by members. The rules also cover the reinstatement of insolvent members and will put the exchange members on a higher financial basis.

Applications for membership in the Merchants' Exchange have been made by Nathaniel P. Pfefer, to be transferred from Wm. A. Brady; Wm. Wright, to be transferred from Hugh Wright; Donald Danforth, of the Ralston Purina Co., to be transferred from Wm. C. Hilmer.

The following certificates of membership in the Merchants' Exchange have been surrendered for purchase and cancellation: Caleb H. Canby, Chicago; J. T. Miller, W. A. Miller Hay & Grain Co.; W. H. Bartz, W. H. Bartz & Co., Des Moines, Ia.; Alfred W. Izatt, Elmore-Schultz Grain Co.

#### MONTANA

Kalispell, Mont.—The Equity Supply Co. sustained a small loss from fire in its elvtr. Feb. 24, due to a defective chimney.

Moore, Mont.—Creditors of the Moore Elvtr. Co. have petitioned the U. S. district court to set aside transfers alleged to have been to the benefit of the Quinn-Shepherdson Co. and the Montana Wheat Growers' Ass'n.

Forsyth, Mont.—We intend building an elvtr., doing the work ourselves. It will be 24x26 ft., cribbed 35 ft. We will install a hopper scale, wagon scale and manlift.—A. R. Thurston, pres. and gen'l mgr. Yellowstone Elvtr. Co.

Sweetgrass, Mont.—The International Elvtr. Co.'s plant, together with 20,000 bus. of wheat, burned Feb. 28, with \$10,500 insurance on the building. J. E. Cretly, salvage agent for the Brooks Elvtr. Co., salvaged 8 cars of wheat, partly mixed with rye and flax.

Hilger, Mont.—Manuel Meissner, who was mgr. for the Equity Co-op. Ass'n, died recently. He was engaged in the elvtr. business here and was known thruout the country. He is survived by his wife and son, Donald, his parents, 4 brothers and 2 sisters.

Helena, Mont.—House Bill No. 147 is a bill to amend sections 3574, 3575, 3579, 3588 and 3589 of the revised codes of Montana of 1921, relating to public grain warehouses, the regulation of their charges, defining the rights of owners of grain stored in public warehouses, and to amend chapter 254 of the revised codes of Montana of 1921, by adding thereto, two new sections to be known as sections 3588(a) and 3588(b), forbidding the sale of stored grain and defining storage of grain as a bailment, and one new section to be known as 3589(a) providing protection for holders of warehouse receipts in case of insolvency. Sec. 3588 provides that line companies may deliver wheat from other warehouses on receipts, freight and other charges figured. Sec. 3589 authorizes the state department of agriculture to take action on a defaulting warehouseman's bond. The bill has been passed.

#### NEBRASKA

Chapman, Neb.—The Farmers Elvtr. Co.'s new building is progressing.

Peru, Neb.—J. F. Heywood has succeeded J. B. Parliott as mgr. of the Farmers Elvtr. Co.

Daykin, Neb.—Farmers Co-op. Elvtr. Co., Inc., capital stock \$25,000. Incorporators, J. H. Haake et al.

Lincoln, Neb.—H. O. Barber, formerly in the grain business here, died recently at the home of his son at Niles, Mich.

Roca, Neb.—The Roca Co-op. Grain & Coal Co. has been dissolved and is now operated by Keel Bros.—A. W. Ewing.

Lincoln, Neb.—Timme's bill, No. 160, has been indefinitely postponed by the Miscellaneous Com'te of the Nebraska House.

Omaha, Neb.—E. Stockham, who was confined to his home by illness, is convalescing, however, and will soon be able to return to his office.

Hebron, Neb.—F. C. Machin of Springhill, Kan., bot the elvtr. of the Hebron Elvtr. & Shipping Ass'n, located at the Burlington tracks.

Ulysses, Neb.—The Farmers Grain & Supply Co. has been operating, with A. Hoeghl as manager, since Feb. 1.—J. A. Smith, mgr. Miller-Wilson Grain Co.

Wareham (Randolph p. o.), Neb.—The elvtr. of the McCaul-Webster Elvtr. Co., W. H. Docken, agt., has been closed since Feb. 15.—C. J. Ronan, agt., Atlas Elvtr. Co.

Lexington, Neb.—John R. Darner, formerly mgr. of the York Milling Co., at York, is now traveling representative for the Lexington Mill & Elvtr. Co. in northwestern Iowa.

Lincoln, Neb.—A ridiculous blunder made by the state legislature in 1922 erroneously declaring a bushel to consist of 2,150 cu. ins., has been corrected by H. R. 269, passed by the House and now in the Senate, making the bushel 2,150.42 cu. ins., as it is in every other state.

York, Neb.—L. S. Loomer was the buyer of the property of the York Milling Co. at the sheriff's sale recently held to satisfy the judgment of the Folda Banking House for \$20,450.21.

Roca, Neb.—I, as former manager of the Roca Co-op. Grain & Coal Co., am operating independently the elvtr. on Union Pacific, formerly owned by the Nebraska Elvtr. Co., of Hanlon.—A. W. Ewing.

Omaha, Neb.—C. M. Martin has arrived from Detroit to be associated with the J. Rosenbaum Grain Corporation, of which E. E. Huntley is mgr. Mr. Martin succeeds J. L. Frankel, who goes to Chicago.

Primrose, Neb.—The contract has been let to W. C. Bailey & Son for a 20,000-bu. cribbed elvtr. to replace the one that was destroyed by fire Feb. 2. The work will commence at once.—Farmers Elvtr. Co.

Shestak (Crete p. o.), Neb.—I have not been mgr. of the Big Blue Farmers Union Co-op. Ass'n since Apr. 1, 1921. Ed. C. Musil succeeded me, and his time was up Mar. 1. The new mgr.'s name is M. L. Roff.—E. M. Kubicek.

Omaha, Neb.—The report that we have taken over the Merriam Elvtr. here is incorrect. The only elvtr. that we own in Omaha is the Holmquist Elvtr. B, which we purchased last year.—E. W. Taylor, v. p. Nye-Schneider-Jenks Co.

Omaha, Neb.—The United Grain Co., which was incorporated in 1909 by the late John B. Swearingen, will continue in business. Mrs. J. B. Swearingen has been elected pres., L. E. Conklin, vice-pres. and Albert Hedelund, sec'y-treas.

Lincoln, Neb.—The agriculture com'te of the Nebraska House has indefinitely postponed H. R. No. 101, providing for the election of county farm bureau agents, instead of their appointment by the executive board of the county farm bureau as at present.

Diller, Neb.—The Nye-Schneider-Jenks Co., C. L. Finstman, agt., just completed a new office to replace the one burned some time ago.—F. E. Hale, mgr., Diller Farmers Grain Co. (It was erroneously reported that the Farmers company had built the office.)

Lincoln, Neb.—The Nebraska House has passed H. R. 461 giving threshers a lien, to be filed within 10 days, Sec. 2 providing that: The lien herein provided for shall not attach to such grain or seed in the hands of an innocent purchaser or dealer in the usual course of trade unless all the notices provided for in Section 1 of this act shall have been given.

Charleston, Neb.—We have no interest in what used to be "Otto Bros. Elvtr." but have an interest in another elvtr. We still own our large land holdings at Charleston, and always expect to. We are just waiting until the opportune time comes when we will either buy or build an elvtr.—H. H. Otto, Fullerton, Calif. From the foregoing it appears that the writer has no connection with M. N. Otto, prop. of what was Otto Bros. Elvtr.

Omaha, Neb.—The report we have taken over the Nye-Schneider-Jenks Elvtr. at Fremont is incorrect. We are operating the C. & N.-W. Elvtr. at Council Bluffs, also the Independent Elvtr. owned by the Great Western R. R. at Omaha. Within a few days we will take over the old Updike Grain Co. Elvtr. located on the Union Stock Yards track at South Omaha, which we have recently purchased from the Maney Milling Co.—N. B. Updike, pres. Updike Grain Corporation.

Lincoln, Neb.—The Nebraska House has passed H. R. No. 623 amending the commission merchants law of 1922 to read as follows, the change being in the requirement of \$10,000 bond; Sec. 7472. Every person engaged in the business of selling farm, dairy, orchard, garden produce or wares of any kind upon consignment for a commission is required to give bond in the sum of two thousand dollars with good and sufficient sureties, payable to the county judge of the county in which he resides or has his principal place of business, conditioned that he will faithfully and truly perform all agreements entered into with consignors with respect to receiving, handling, selling or making remittances for consignments made to him, which bond shall be approved, filed and recorded by the county clerk of the county in which such person resides or has his principal office. Provided, however, that all grain commission men shall give bond in the sum of ten thousand (\$10,000) dollars conditions as aforesaid.

## NEW ENGLAND

Scituate, Mass.—Hans G. Dick, a retired grain dealer, dropped dead recently.

Lewiston, Me.—An addition will be built next month to the Freves Flour Mill.

Lawrence, Mass.—The Stanley Grain Co. suffered fire loss recently. The flames started in the stock fumigators.

Hillsborough, N. H.—Roy Gordon has sold the stock of his grain store to W. C. Dennison. The Gordon store is closed.

New Haven, Conn.—Edward L. Perkins, who was superintendent for R. G. Davis and Sons, grain merchants, was drowned recently.

Hartford, Conn.—Edward Mansfield Dexter, who was identified with the E. G. Whittelsy Co., wholesale grain dealers, died recently.

North Adams, Mass.—The Berkshire Coal & Grain Co.'s elvtr. recently sustained a loss by fire of 15 tons of hay. The plant was also considerably damaged.

Beverly, Mass.—William G. Horton of Ipswich has purchased the grain elvtr. plant of A. Dodge & Son, located near the Boston & Maine tracks at Beverly station.

Calais, Me.—J. H. Hanson & Son Co. incorporated, capital stock \$10,000. The company will deal in flour, grain and fuel. Directors: James H. Hanson, Daniel J. Hanson and Wm. F. Hanson.

Providence, R. I.—We confine our efforts strictly to dealers. We are not going to build an elvtr., but contemplate a warehouse for hay. —R. B. Dean, formerly with B. A. Dean & Son, Inc., of Auburn, N. Y.

## NEW YORK

Buffalo, N. Y.—Spencer Kellogg & Sons, Inc., will erect a \$10,000 storage plant at their elvtr.

Middletown, N. Y.—A general grain and feed business has been opened by J. M. Halliday, formerly of the Halliday-Brandt Corporation of Buffalo.

Buffalo, N. Y.—E. Bangasser, who for many years published the official market circular and report of the grain com'te of the Corn Exchange, died recently.

Oswego, N. Y.—The state of New York within a short time will let the contract for a 1,500,000-bu. elvtr. The foundation is already built.—Alfred S. Miner.

## NEW YORK LETTER.

Mrs. John Melady, wife of the well-known grain merchant, died recently. She was ill a short time and failed to recover after an operation.

C. H. Penny has entered the employ of Parker & Graff. He will represent that firm in the capacity of broker on the floor of the Produce Exchange.

K. J. Bartsch, formerly of the J. Rosenbaum Grain Co., has become associated with Wallingford Bros. of Wichita, Kan. They contemplate starting an export business on their own account and have appointed K. J. Bartsch as export mgr. He will be located in New Orleans.

P. N. Gray & Co. will discontinue in the grain business here and will confine their activities to other commodities. C. Falk, W. H. Foster, Henry Dahl and Robert Strob have severed their connections with the Gray company. The Bunge, North American Grain Corp., a European company, formerly represented in New York by the Gray company, will form its own organization and will have Carlos Falk as pres. and Robt. Strob as vice-pres. The new company will be named the Bunge American Ass'n.

## NORTH DAKOTA

Alkabo, N. D.—Frank G. Welsh, former agt. for the Atlantic Elvtr. Co., has removed to McElroy, Mont.

Mantador, N. D.—Louis Jentz has purchased the Farmers Grain & Seed Co., and will reorganize and continue the business.

Starkweather, N. D.—The Farmers Grain Co. of Devils Lake, N. D., is having a new coal shed built by the T. E. Ibberson Co.

Lehr, N. D.—Fred Ziegenhagel and Jacob Feichtner are having a new elvtr. built at siding No. 323, 7 miles east of here. The elvtr. will have 25,000 bus. capacity, 12 bins, one leg, Fairbanks Dump Scale, and 10-h.p. engine. Work will start at once. T. E. Ibberson Co. has the contract.

Litchville, N. D.—The Farmers Co-op. Elvtr. Co. is having a new boot tank and new machinery installed, together with other general repairs. T. E. Ibberson Co. has the contract.

Mandan, N. D.—A. P. Gray, sec'y and mgr. of the Farmers Elvtr. Co., dropped dead recently. He was 58 years old. He formerly operated an elvtr. at Underwood and when that burned he came to Mandan.

Epping, N. D.—The Victoria Elvtr. Co.'s 30,000-bu. elvtr. on the Great Northern burned Feb. 17 at 7 p. m., together with 21,000 bus. of grain. The company will raze its elvtr. at Williston, N. D., and rebuild here. Fire was caused by a defective chimney which ran thru a blind attic of the office attached.

## OHIO

Sidney, O.—J. E. Wells, of the J. E. Wells Co., died Mar. 21.

Bradford, O.—W. D. Wilson & Co.'s steel grain tanks were slightly damaged by a tornado on Mar. 11.

Arcadia, O.—Delmar Moots has succeeded J. S. Snodgrass, who resigned as mgr. of the Arcadia Elvtr.

Christiansburg, O.—The Shepard Grain Co. is a new organization.—E. L. Allton, sec'y, the Saint Paris Grain Co.

Loudonville, O.—The name of the Loudonville Mill & Grain Co. has been changed to the Loudonville Milling Co.

Napoleon, O.—John H. Vocke of John H. Vocke & Co. died recently. He was a pioneer miller and grain dealer.

Warsaw, O.—S. D. Beck, owner of the Warsaw Mlg. Co., died Mar. 18. The business will be continued by his son, Frank H. Beck.

Croton, O.—The 8,000-bu. up-to-date elvtr. owned by the Croton Farmers Exchange Co. will be sold at a public auction on Apr. 25 by Roy B. Stumph, receiver.

Columbus, O.—The Williams Milling Co. has been closed temporarily and neither the mill nor elvtr. is being operated. The mill has a capacity of about 200 bbls. a day, and the elvtr., which is attached to the mill, has a capacity of about 50,000 bus.

West Mansfield, O.—I purchased the lease of I. H. Bell until June 1, 1923, but afterwards sold the lease to Charles Wootton who will operate the elvtr. and will very likely buy the plant on or before that time and will continue to operate it in his name.—Wm. Gilbert.

Anna, O.—Wp have bot C. C. Toland's Elvtr. and intend to use it for merchandise and storage purposes. Our business has increased so that our other elvtr. does not handle the grain. Our new elvtr. will be under the same management as our other one.—Roy E. Lacy, mgr. Anna Farmers Exchange Co.

Kensington, O.—The Kensington Grain & Elvtr. Co. incorporated; \$60,000 capital stock. Directors: John A. Willard, Ed. Mulherin, Wm. Hays, Harvey S. Fife, John M. Oyer, John Ridgeway, Chas. W. Heim. The company purchased the 20,000-bu. elvtr. of E. Harsh & Co. at this place and will take possession June 1.

## CINCINNATI LETTER.

A branch inspection department has been established at the Fairmount Elvtr., a recent acquisition of the Early & Daniels Co. The entire plant will soon be remodeled and thoroly equipped for storing and shipping wheat.

We have taken over all accounts and the business of W. A. Daniels & Co. We do no cash grain business.—Van Leunen & Reynolds Co. Louis L. Moser, formerly connected with A. C. Gale & Co., is now associated with Van Leunen & Reynolds Co.

Settlement has been made of the suit against August Ferger, grain dealer, by Receiver J. S. Sheppard, for E. W. Wagner & Co. Federal Judge Peck directed the receiver for August Ferger to return to plaintiffs certain checks and notes mailed to Ferger in error and also directed the cancellation of a note for \$2,000 given by Ferger to Wagner & Co.

## OKLAHOMA

Marland, Okla.—The Bliss Co-op. Grain Co.'s elvtr. was completely destroyed by fire on Mar. 20.

Norman, Okla.—The Criswell Mill Co.'s building burned recently. Loss, \$15,000; insurance, \$7,000.

Oklahoma City, Okla.—Senate Bill 114 amends the threshers' law to require a report to the sec'y of agriculture.

Lawton, Okla.—At our annual meeting Jan. 1, D. P. Humphreys was elected pres. to succeed A. R. Harrod.—F. E. Humphrey, mgr., Western Grain Co.

Dawson, Okla.—The Sanders-Barnard Mill Co. has completed a grain elvtr. and feed mill to manufacture mixed dairy feeds, corn chops and feed meal.

Navina, Okla.—Train service thru Dutcher has been discontinued. Should trains be operated on this line we will buy grain.—S. Galowning, mgr. Farmers Co-op. Co.

Enid, Okla.—I have sold my interest in the Randels-Feuquay Grain Co. to W. M. Randels, who is now in full charge of the business. I expect to re-enter the grain business under my own name, with headquarters at Enid.—Ben U. Feuquay.

Stillwater, Okla.—President J. A. Whitehurst of the State Board of Agriculture has announced that a special department for grain dealers and millers is to be established in the A. & M. College. It is to assist the industry in wheat seed selection.

## OREGON

Portland, Ore.—William Jones, pres. of the Jones-Scott Co., grain dealers, died at American Lake, Wash., March 5, at the age of 60.

Shaw, Ore.—The Oregon Grain Co. has sold its general merchandise store, and in the future will conduct the grain warehouse only. F. J. Petzold was the buyer.

Milton, Ore.—The Farmers Brokerage Co. is to conduct a grain, brokerage and insurance business. Bruce Shangle, Powell Plant and T. C. Frazier are the incorporators.

Eugene, Ore.—The Lane County Farmers Co-op. Warehouse Co. incorporated; \$5,000 capital stock; by Ralph P. Laird and others. The Farmers Union has purchased the warehouse of Morrison & Ford. E. E. Morrison, one of the former owners, will manage the warehouse.

## PENNSYLVANIA

Pittsburgh, Pa.—Geo. A. Henning died at his home Mar. 9, aged 50 years.

Lancaster, Pa.—John W. Eshelman & Sons have incorporated for \$5,000 to deal in flour and feed.

Pittsburgh, Pa.—The firm of Geidel & Leubin is going out of business Apr. 1.—Geidel & Leubin.

Hazleton, Pa.—H. F. Macarow, a grain broker, died recently of pneumonia while on a visit to Allentown, Pa.

Hatfield, Pa.—The Geo. S. Snyder Estate on Mar. 10 sustained a serious partial loss from a fire in the mill.

Pittsburgh, Pa.—We are retiring from the grain, hay and feed business on April 1 and will discontinue our offices in the Wabash Bldg.—Austen Bros.

Elk View, Pa.—S. K. Chambers & Bro. have sold their warehouse at Elk View to Howard F. Brown, and their warehouse at West Grove to Shortlidge Bros. of Lincoln University.

## SOUTH DAKOTA

Wessington Springs, S. D.—Reuben Butz succeeds J. H. Creighton as mgr. of the Farmers Union Elvtr.

Craven (Ipswich p. o.), S. D.—The Farmers Elvtr. Co. is installing a new 10-ton Fairbanks Dump Scale and truck dump in its elvtr. T. E. Ibberson Co. is doing the work.

Chester, S. D.—The Chester Farmers Elvtr. Co. is now owner of the A. H. Betts Elvtr. Co.'s elvtr. The transaction was made so as to comply with the storage law now in effect.

Aberdeen, S. D.—I have taken over the mill here and I expect to build a warehouse soon. C. E. Roseth, formerly with the Great Northern mills at St. Cloud, Minn., will be sec'y and general mgr.—N. R. Murner.

Selby, S. D.—The Selby Equity Exchange is having a new 10-ton dump scale, truck dump, 1,500-bu. Richardson Automatic Scale, new motors and other general repairs made on its elvtr. T. E. Ibberson Co. has the contract.

Sioux Falls, S. D.—Who was the father of the bonding law for country elevators? If you really wish to know, just watch the working of the law and find out who draws down the commissions on the sale of the bonds. The cost of the bonds will be a perpetual tax on South Dakota grain marketed thru the elevators of the state. Who will profit by the law?

Pierre, S. D.—S. B. No. 110 enacted into law, makes "flour mills purchasing grain for re-shipment" public warehouses, in addition to elvtrs. specified under the old law; makes grain "stored" if not paid for at time of weighing in, instead of 2 days after, as under the old law; changes the bond from the discretion of the Commissioners, to \$3,000 per elvtr., plus \$3,000 for each additional 10,000 bus. capacity; incorporates a new clause on corn requiring owner to permit shipment not later than Apr. 30 following; requires the warehouse receipt to state that the grain is insured against loss by fire and tornado; makes it compulsory to take grain into store if there is room; and when his own space is exhausted the warehouseman is permitted to store in a bonded terminal warehouse; empowers the Commissioners to fix a uniform rate for storage thruout the state instead of each elvtr. man making his own rate subject to approval. The penalty is reduced from a year in the penitentiary to 30 days in the county jail, and the fine from \$1,000 maximum to \$500.

## SOUTHEAST

Bessemer, Ala.—J. R. Waldrop is out of the grain business.

Atlanta, Ga.—W. S. Duncan died after an illness of several months. He was head of the Duncan Grain Co. for 20 years. His widow and one daughter survive him.

Fayetteville, N. C.—Sandlin & Co. bot this branch of the Adams Grain & Provision Co. D. U. Sandlin is pres., R. L. Franck, vice-pres., and T. W. Crowson, sec'y and treas.

Eufaula, Ala.—A part of the brick wall of the warehouse room of the mill and elvtr. operated by S. A. Foy and E. W. Vance fell recently and will be repaired as soon as possible.

## TENNESSEE

Smyrna, Tenn.—The warehouse of R. O. Davis burned Mar. 19.

Memphis, Tenn.—Members of the Merchants Exchange voted on Feb. 23 to amend its grain trade rules to conform with the trade rules of the Grain Dealers National Ass'n. The National trade rules governing feedstuffs were also adopted. The Toledo Produce Exchange, the Savannah Board of Trade and the Louisville Board of Trade have also adopted the trade rules.

Memphis, Tenn.—W. D. Burdine, southern sales mgr. for Rosenbaum Bros., has been elected to membership in the Merchants' Exchange. The membership of John T. Leonard, Jr., was transferred to him. J. A. Flaniken, vice-pres. of Davis & Andrews, was elected to membership in his own name. Approval was given to the applications of J. W. Sykes, Jr., representing the Sykes-Van Broocklin Co., and of James Howe, of J. T. Leonard & Sons.

## TEXAS

Sherman, Tex.—J. U. Parker of the Rayford Grain & Elvtr. Co., died Mar. 9, following an operation for appendicitis.

Fort Worth, Tex.—The Texas Hotel has been selected as headquarters for the annual meeting of the Texas Grain Dealers Ass'n, to be held here May 25 and 26.

Wichita Falls, Tex.—The investigation of complaints of violations of the Texas weights and measures laws has been renewed by C. H. Murray, an inspector, who has opened an office here.

Plainview, Tex.—Burglars entered the offices of the following grain companies in one night and all report small losses: Smith Grain Co., Coleman Grain Co., Farmers Grain Co., South Plains Grain Co., and the Ayres-DeLoach Grain Co.

McKinney, Tex.—Plummer Harris, 63 years old, died suddenly Mar. 8. He had long been engaged in the grain and hay business in McKinney as Plummer Harris Grain Co. and Harris Bros. He had been in declining health for some time.—Geo. Reinhardt.

Plainview, Tex.—This firm, recently incorporated, does not succeed the Ayers-DeLoach Grain Co. We have bot the Plainview property of the South Plains Grain Co. which we will operate in the conduct of a general grain business.—A. B. DeLoach, Jeffus & DeLoach Grain Co.

Plainview, Tex.—A. B. DeLoach, now of the Jeffus-DeLoach Grain Co., was connected with the Ayers-DeLoach Grain Co. until Jan. 10 of this year. After severing his connection with our firm he formed the Jeffus-DeLoach Grain Co. and our firm is now being changed to the R. C. Ayers Milling & Grain Co.—R. C. Ayers, Ayers-DeLoach Grain Co.

## UTAH

Ogden, Utah.—The Sperry Flour Co., which has a large plant here, has increased its capital from \$6,000,000 to \$9,000,000.

Spring City, Utah.—The articles of incorporation of the Spring City Light & Milling Co. have been amended to include the erection of a flour mill and to buy and sell grain.

Richfield, Utah.—The Junction Roller Mills Co., Alfred Bird, Bay and associates, purchased the Richfield Roller Mills. The new owners intend to make some improvements.

## WASHINGTON

Stanwood, Wash.—We expect to build another warehouse this spring and we are interested in steel siding corrugated.—G. R. Hurd, Stanwood Grain Co.

Cashup (Thornton p. o.), Wash.—The Cashup Co-op. Elvtr. Co.'s plant was recently destroyed by fire. Fifteen thousand bus. of wheat were burned. Loss to elvtr., \$30,000, partially insured.

Walla Walla, Wash.—William Jones, founder and senior member of the firm of Jones-Scott Co., died in Tacoma last week after an illness of several months. He was one of the best known grain dealers in the Pacific Northwest.

## WISCONSIN

Superior, Wis.—The Duluth-Superior Milling Co. has increased its capital stock to \$1,000,000.

Phillips, Wis.—The Farmers Grain Co. has been incorporated by Chas. B. Mahon and Edgar F. Otto. Capital stock \$25,000.

Gillett, Wis.—J. M. Anderson, owner of a grain elvtr., purchased the Gillett Flour Mill. John Moore, an experienced miller, will manage the mill.

Brodhead, Wis.—Fairman & Milks have purchased the Brodhead City Mill. They have placed orders for new machinery, all to be electrically operated.

Madison, Wis.—Under bill No. 382-A, introduced by J. C. Hanson in the Wisconsin legislature and now before the Com'te on Agriculture of the Senate after having passed the Assembly, a new subsection is added to section 1659 of the statutes to read as follows: In all sections of this state, except in cities subject to section 1661, the state superintendent of weights and measures shall have the power, except as otherwise provided, to inspect, test, try and ascertain if they are correct, all weights, measures or weighing or measuring devices kept, offered or exposed for sale, or sold, and it shall be his duty to inspect, test, try and ascertain if they are correct, all weights, scales, beams, measures of every kind, instruments or mechanical devices for measurement, and tools, appliances or accessories connected with any or all such instruments or measurements used or employed within said territory by any proprietor, agent, lessee or employee in determining the size, quantity, extent, area or measurement of quantities, things, produce or articles of any kind offered for distribution, consumption, transportation, sale, barter, exchange, hire or award. He shall have the power to, and shall from time to time by himself, his agents, inspectors, or sealers, weigh or measure and inspect packages or amounts of commodities of whatsoever kind, kept for the purpose of sale, or exposed for sale, sold, or in the process of delivery, in order to determine whether the same contains the amounts represented and whether they are offered for sale or sold in the manner in accordance with law.

## MILWAUKEE LETTER.

Directors of the Chamber of Commerce passed a resolution favoring the daylight saving ordinance, to be voted on in April.

The Chamber of Commerce has adopted rules to govern the annual election of officers, directors and members of its boards of arbitration and appeals. The annual caucus was held Mar. 17, and the primary Mar. 24.

The Chamber of Commerce held its annual caucus Mar. 17. Three candidates were selected for pres. in the primary election. Two of these three will be nominated to run in the campaign for election Apr. 2. Candidates named for pres. are A. R. Taylor, John Buerger and A. G. Kneisler. Other candidates selected by the caucus are: First vice-pres., A. R. Templeton; second vice-pres., Hugo Stolley; sec'y and treas., H. A. Plumb; directors, three to be chosen for 3 years, are L. J. Keefe, A. L. Johnstone, G. W. Kruse, J. J. Murphy, W. A. Hottensen; board of arbitration, two to be chosen for 2 years, are E. S. Terry, M. G. Rankin, Jr., James P. Hessburg, F. H. Foy and E. J. Koppelkam; board of appeals, two to be chosen for 2 years, are H. H. Peterson, J. J. Crandall, E. H. Dadmun, P. P. Donahue, A. W. Holmes and S. G. Courteen.

## Coaxing Smiles

[Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, care Grain Dealers Journal.]

### Lost His Teeth in the Wheat.

Some years ago I was busy at the church getting things set for our Christmas services which required a good deal of decorating, when a farmer called for me to come to the mill, some five blocks away. He reported that he had lost his new set of teeth and the men at the mill either couldn't find them or didn't care to try. That the teeth were new, had cost \$35, and he didn't care to lose them if they could be found. He wasn't sure but thought he had taken them out and laid them beside him on the wheat, allowing the load to be dumped before he thought of the teeth.

Well, I carefully searched dump, conveyors, screens and trash box, but no teeth could be found. We never did find a trace of them. More than that, I seemed to lose that farmer's friendship and he's never been quite the same since that day. I had to get it from another source that on reaching home he found his teeth in a vest pocket in a closet where they had been since he changed clothes to come to town.—Geo. W. Rohm, Rohm Brothers, Inc., Rockville, Ind.

### A Price Booster Caught.

Six years ago I bought an elevator which had been in litigation for four years. Several of my competitors warned me that I would get my eyes opened, and I soon did. In fact I believe I can now see a gnat a block away.

A few days before we had the elevator in condition to receive grain, I was forced to empty one of my granaries on a farm near town to make room for the new crop of wheat. I called my competitors, asking what they were paying for wheat. The first one quoted me a fair market price and I was about to accept, but on second thought I telephoned another and was quoted a price twenty cents higher than the first. The wagons were already loaded and ready to start to town. I directed that they be hauled to the second bidder and I went there to collect for the wheat.

The minute I appeared he began to squirm but I held him to his bid and he finally made good. I concluded he was trying to steer me wrong on the market, but he got caught at his own game. When the elevator was ready to receive wheat I bid only what was justified by the market and no more. Needless to say, my competitor has not tried again to mislead me.—Henry Miller, of Miller & Miller, Wengen-lawn (Brookville, p. o.), O.

## Protection of Grain by Railroad Special Agents.

[From address by Adolph Kempner before Protective Division of Am. Ry. Ass'n at Chicago, Ill.]

I am very happy indeed to have been afforded the special privilege of addressing you today in reference to your work in so far as it applies to shipments of grain. I understand that you represent the Protective Division of the American Railway Ass'n, which takes in the railroad Police Departments of the various railroads of the United States, and that you are the men on whom the railroads rely to guard their own property and the property entrusted to their care.

**Railroads Can Afford to Protect Grain.**—Many of the railroads running into Chicago are large carriers of bulk grain and their yearly revenue depends in large part upon their earnings from this branch of their service. It follows then that aside from the fact that the carrier is obliged to protect all lading entrusted to his care, the revenue derived from handling grain would justify sufficient police protection for this commodity. When we consider the fact that about seventy-five per cent of the grain shipments are non-competitive—thus reducing the cost of getting this business materially compared with other classes of freight—and that the cost of handling is also considerably less, it seems reasonable to assume that the railroads can keep your branch of the service in a state of high efficiency. On the other hand, the shipper can ill afford to suffer loss due to grain pilferage, for he is already beset with many toll taking items, to say nothing of the fact that the margin of profit in grain is so small that a loss, considered of comparatively small dimension in other lines, would entirely wipe out his profit.

**Too often grain is considered cheap freight,** non-perishable because not easily damaged and not the kind of freight that would attract so-called highbrow thieves. The police protection afforded grain cars at terminals, while only incidental to the protection afforded other loadings, might be called large. However, the number of pilferers is also large at these points and the very fact that there are frequent reports of cars being robbed would indicate that a balance between protection and pilfering has not been reached.

**Outside of the terminal markets** (I refer to division points and other places where cars of grain are temporarily held) very little police protection is had, but I believe that the salutary effect of the knowledge that the company has special agents is a great deterring element against pilferage. Moral force, no doubt, is of extreme assistance to your work and many weaklings who might become criminals are deterred by the knowledge that you gentlemen are on the job. And in this connection it has occurred to me that you might eliminate much carelessness on the part of railroad employees in other departments by exercising some of this moral effort in the right places. I refer particularly to the many petty abuses that creep into what is known as the grain inspection and arrival yards, which are, for the most part, located just outside of our city.

Great care should be used in replacing grain doors after cars have been inspected, but unfortunately very often state grain samplers replace these doors hurriedly with the result that considerable grain is lost before the car reaches its destination. I believe your branch of the service should pay special attention to the proper replacing of grain doors in inspection yards.

The Chicago Board of Trade has men stationed in these yards who secure a record of the seal and the condition of the car upon its arrival and who see to it that defective cars are repaired before they go forward. The duties of these men, however, are not such that they could be considered as taking the place of the work of the special agents, but their orders are to report everything that can be construed as irregular. Their efforts have considerably reduced losses due to petty pilfering and to negligence in repairing cars and replacing grain doors, after sampling and inspection.

**Many shipments of grain are not weighed** at the point of loading and should loss occur from any such car, the shippers would bear it alone, for they cannot file a claim for an unknown quantity and cannot substantiate a claim for loss without having the shipping weight of the contents, even though the report at destination clearly shows that grain was lost from the car because of defects in the car box or because of other abuses outside of the control of the shipper.

Since the system of car seal records was inaugurated by the Chicago Board of Trade the chance of loss of grain in Chicago has unquestionably been greatly reduced. However, thoro co-operation by the railroads is necessary to make this system one hundred per cent efficient and it is to be regretted that some of your companies have refused to accept the idea of a consecutive car seal. A number of the carriers are still duplicating the car seal number, regardless of how often the seal has been broken. To be sure, this protects the station from which shipment was made, but presents no evidence of the fact that the seal has been tampered with.

In my own experience as a receiver of grain, I know of an instance where one of our cars was lost for several weeks and when finally found and unloaded it showed a shortage of about 3,000 pounds. In answer to our claim made against the carrier, the railroad said that this car arrived at the unloading point under the same seal number under which it had left the originating point and the claim therefore was denied. Under considerable expense we started an investigation and obtained satisfactory evidence that the car had been robbed not only once, but a number of times while in the Chicago yards, yet the seal number was the same and the shipper would have been obliged to stand a heavy loss if it had not been possible to obtain satisfactory evidence that the shipment had been tampered with a number of times. It would therefore seem extremely advisable and necessary that all carriers employ a system of consecutive car seal numbers and I trust such a system will be placed in use by all your companies in the very near future.

In conclusion, let me impress upon you that grain shipments are not non-perishable or non-hazardous, that grain shippers add tremendously to the revenues of your employers, that the net earnings from these shipments would be greatly increased by a reduction of claims and that a reduction of claims will immediately be the result of larger appropriations for the increase of the force comprising the Special Police of the American Railway Ass'n both at terminals as well as at division points and other places.

May I also say to you that the Chicago Board of Trade thru its Weighing and Sampling Departments will at all times gladly work with you for the protection of the interests of the shipper as well as your employers.

## Milling Capacity of Kansas.

Reports secured from 158 flour mills in Kansas by C. V. Topping, sec'y, Southwestern Millers League, show a total milling capacity of 106,130 barrels of flour daily. The corn meal capacity is 14,000 barrels daily.

The total mill elevator capacity is 23,681,500 bus. and the number of country elevators owned by mills total 537 or 6,919,000 bus. capacity.

Mills now under construction have a combined capacity of 1,750 barrels daily and a storage capacity of 510,000 bus.

Of the 158 mills which reported, 10 show a daily capacity of over 2,000 barrels; 26 have from 1,000 to 2,000 barrels; 38 from 500 to 1,000 barrels; 41 from 200 to 500 barrels; and 43 show a milling capacity of less than 200 barrels daily.

**PATERNALISM** in the Province of Saskatchewan has cost, according to W. G. Robinson, a member of that legislature, 25 million dollars in the past four years. As Mr. Robinson is a supporter of the government which has been in power during this period, he cannot be accused of exaggerating and it is not improbable that he has rather minimized the expenditure.—*Grain Trade News.*

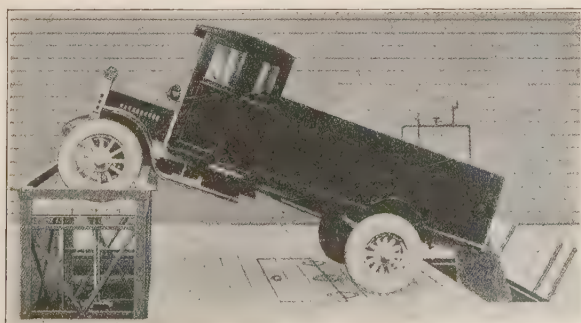
## Truck Lift with Safety Guard.

The new "Standard" Kewanee Truck Lift is of the same substantial construction as the old lift, with the addition of a safety guard.

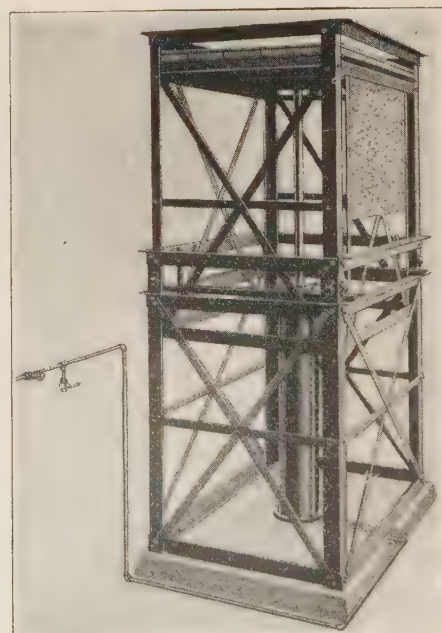
The safety guard is entirely automatic, nothing is left to the operator. Before the truck is lifted the inside movable frame rises as a deep curb and surrounds the front wheels with a structural steel guard. Seeing this a timid truck driver feels that he is safe; and a mishap is a practical impossibility.

When in normal position the wooden platform on which the truck wheels are driven is level with the driveway floor. It rests within the inside movable frame and is supported by the outside stationary frame.

All steel construction is employed. Friction is reduced and the action lightened by high-grade roller bearings caged into the upright angles. The power is the same as in the earlier Kewanee Dump, being the Curtis Compressor and Double Riveted Tank. A number of the new styles already have been placed in service; and grain elevator operators who contemplate installing a truck dump will be given additional information on application to the Kewanee Implementation Co., manufacturers.



Truck Lift and Truck in Raised Position.



Working Parts of Truck Lift.

## Seeds

FREDONIA, N. Y.—The Fredonia Seed Co. is erecting a \$60,000 warehouse.

OSHKOSH, WIS.—Morris S. Smith engaged in the seed business at this place.

FAIRBURY, NEB.—The Fairbury Alfalfa Mill burned Mar. 5 with a loss of \$20,000.

MONETA, CAL.—The A. J. Kaufman Co. field and garden seed dealers, has started in business here.

BALTIMORE, MD.—The Maryland Seed Co. has been incorporated by Clifton S. Brown and W. C. Smith.

ESTHERVILLE, IA.—Burt & Jones, seed and flour dealers, will build a store and warehouse to be 66x132 feet and to cost \$12,000.

SPRINGFIELD, MASS.—E. W. Conklin & Son Co., wholesale seed dealers, have opened a warehouse here to care for New England trade.

GEORGETOWN, KY.—The seed plant of G. M. Taylor, which burned last October, will be rebuilt. The company is occupying temporary quarters.

EXPORT duties on Polish field peas for seed purposes and on vetch seed have been fixed at 5,000 marks and 1,000 marks respectively for 220 pounds.

NEW YORK, N. Y.—The Seed Growers and Dealers of America has been incorporated for \$100,000 by J. Hunkeler, H. D. Pfinger and J. F. Boshard.

BEAVER DAM, WIS.—J. O. Bossman of Burnett has opened a seed and feed business here. He will deal in high grade farm seeds and poultry feeds.

GAFFNEY, S. C.—The A. B. Kirby Seed Co., A. B. Kirby, prop., has been purchased by the Georgia-Carolina Seed Co. Mr. Kirby will remain as resident manager.

EVANSVILLE, IND.—Jobbers and dealers report that the demand for seed this spring is much better than it has been during any spring since the close of the war.—C.

CLARINDA, IA.—C. W. Day purchased an interest in the Clarinda Seed & Feed Co., and the company will be managed by C. E. Dunn and Frank Sinn, former partners, together with the new partner.

SIOUX CITY, IA.—The Wertz Seed Co. is planning the erection of a storage and manufacturing plant to cost \$100,000. The site cost \$30,000. The company sold a three-story building and site for \$65,000.

TORONTO, ONT.—S. E. Briggs and W. D. Steele, members of the Steele, Briggs Seed Co., have both been confined to their homes thru illness. Each is on the road to recovery and will be back at business soon.

SIOUX CITY, IA.—The International Milling Co. has received a carload of millet from Manchuria, China. The imported consignment will be used to manufacture food for chicks. An import duty of one cent per pound was paid which exceeded the freight charge from Manchuria.—J.

### Imports of Seeds.

Imports of seeds for October, compared with October, 1921, and for the ten months ending with October, 1922, are reported by the Bureau of Foreign and Domestic Commerce as follows:

#### IMPORTS.

	October		10 mos. ending Oct.	
	1922	1921	1922	1921
Beans, bus. ....	2,749,556	944,160	65,027,516	13,568,580
Peas, bus. ....	3,164,114	3,703,620	46,038,794	21,894,090
Castor beans, bu. ....	9,575,618	5,472,450	68,010,018	30,240,050
Flaxseed, bus. ....	1,041,018	648,038	11,869,992	9,250,532
Red clover, lbs. ....	364,319	7,054,624	16,004,712	
Other clover, lbs. ....	1,102,391	13,104,075	19,572,292	
Other grass seeds, lbs. ....	3,010,737	15,194,540	14,583,960	
Sugar beet seeds, lbs. ....	5,060	353,834	2,818,858	6,739,833

BINGHAMTON, N. Y.—Smith-Conklin Co., which recently organized a seed business here, will handle grass, field and flower seeds as well as poultry feed. Angus D. Smith and C. J. Conklin are members of the firm.

THE Kentucky Blue Grass Seed Growers Ass'n has distributed from \$250,000 to \$500,000 among members, as result of sales of pooled seeds. This is the first payment by the ass'n and represents about 50 cents per bushel for seed from 500 growers in Kentucky.

"SUDAN GRASS INFORMATION" is the second edition of a pamphlet published by Carl Wheeler, Bridgeport, Kan. The booklet, containing 18 pages, gives all the facts of planting, cutting, time of cutting, threshing, saving for seed, and using sudan as a feed, for hay and pasture. A list of "Don'ts" contained in the booklet will repay any grower for the time consumed in reading.

FORT WORTH, TEX.—We wish to warn the trade in general about the Texas market on cane seed. For several days we have been unable to draw bids. We have been forced to unload and store several cars. The season is getting late. Cane seed is high. Texas dealers are heavily stocked and everyone uneasy on future trend. Our advice: Be careful on cane seed.—Transit Grain & Commission Co.

TOLEDO, O.—Both cash and March clover ruled slightly higher this week on short covering and removal of hedges. Longs appear to be as anxious to liquidate their holdings as shorts are to cover their sales. Heavy deliveries on March contracts again this week. Stocks of clover here large for this time of the year, totaling around 20,000 bags compared with 4,500 bags last year. Receipts this week 2,226 bags, shipments 2,709.—Southworth & Co.

ITALIAN red clover winter killed 50 per cent during the winter of 1921-1922, reports G. R. Megee in Michigan Station Agricultural Quarterly Bulletin, and it was severely injured by anthracnose during the early summer. It matured about 10 days earlier than strains grown for some time in northeastern United States and the second growth was much slower to develop. Arizona-grown common alfalfa and hairy Peruvian also winter killed badly and yielded much less than Hardigan, Grimm and common from Idaho, Montana, North and South Dakota.

TOLEDO, O.—Spring has been delayed. Old King Winter refuses to let go. Market for clover seed reflects the liquidation on the part of some tired holders of March contracts. Break attracted some fresh cash demand. Low grades, which were hard to sell ten days ago, were quickly taken. Fresh country offerings are small. Our imports since July first according to the Department of Agriculture have been only 49,000 pounds. We look for an active cash demand which will last nearly all of April. October has ruled easier. Decline in old crop futures caused some selling by locals. It's too early to tell how the crop has wintered. Damage reports will come later. Timothy firm. Cash demand better. Foreigners have been fair buyers. This buying will be reflected in our futures later on.—C. A. King & Co.

INDIANAPOLIS, IND.—House Bill 464, the seed law amendment, has been killed. The purpose of the amendment was to permit producers of agricultural seeds to advertise, transport and sell the same without having them analyzed by Purdue as required of seed dealers. The law now permits producers to sell seed produced and sold on their own premises, when sold to dealers or to parties who are to use same on their premises. Such seeds cannot be advertised or delivered to a common carrier for transportation without having analyzed same as required of regular dealers. This amendment was to remove all restrictions and permit the producer to advertise, ship and otherwise perform the same service regular dealers perform but without being subjected to the regulations applicable to dealers. The manifest injustice of this proposed amendment was the strongest argument against it.

EVANSVILLE, IND.—E. N. Williams, grain buyer at Louisville, Ky., has posted a \$50 premium for the best wheat shown at the interstate fair at Dade Park, July 3 to 7. Premiums will also be given for old corn. Indiana, Kentucky, and Illinois farmers will compete.—C.

LANSING, MICH.—Senate Bill No. 167, introduced by Senator Leland provides for the regulation of selling, offering or exposing for sale of agricultural seeds and provides as penalty for failure to comply with the law, a fine of not more than \$100 and not more than three months' imprisonment, or both. The bill has been referred to a com'te. and has not been reported out. Section 2 of the bill reads as follows: Every lot, package, parcel, bag or bulk lot of agricultural seeds containing one pound or more, defined in Sec. 1 of this act, except as herein otherwise provided, which is offered or exposed for sale for sowing or seeding purposes within this State, shall have affixed thereon or attached thereto in a conspicuous place on the outside of each container, or be delivered with bulk sales of said agricultural seeds, a plainly written or printed tag or label, in the English language, stating: (a) Commonly accepted name of such agricultural seeds; (b) the minimum percentage by weight of pure seed present; meaning, the freedom of such agricultural seeds from inert or foreign matter and from other seeds distinguished by their appearance; (c) the maximum percentage by weight of inert matter; (d) the total percentage by weight of foreign seeds; the term "foreign seeds" as used herein being defined as all seeds other than the agricultural seed indicated under (a) of this section; (e) the name of each kind of the seeds of noxious weeds, as herein defined, which are present singly or collectively: (1) In excess of one seed, singly or collectively, in each five grams of timothy, red top, orchard grass, Canada blue grass, Kentucky blue grass, fescues, brome grass, tall meadow grass, Italian rye grass, perennial rye grass, crimson clover, red clover, sweet clover, white clover, alsike clover and alfalfa; and all other grasses and clovers not otherwise classified; (2) One in twenty-five grams of millet, rape, flax, and other seeds not specified in (1) or (3); (3) One in one hundred grams of corn, wheat, oats, rye, barley, buckwheat, vetches, and other seeds as large or larger than wheat; (f) the minimum percentage of germination (vital seed) of such agricultural seed together with the month and year said seed was tested; (g) the state, territory or foreign country in which the seed was grown. If this is not known, the label should so state by using the word "unknown"; (h) the name and address of the vendor of the seed.

A LARGE vessel arrived in England recently from South Africa bearing a cargo of grain. A member of the crew had died from bubonic plague and investigation showed that rats, which infested the grain, were carriers of the dread disease. As a result the entire shipment was destroyed.

FARMERS in the vicinity of Granite City, Ill., have presented claims totaling \$7,900 to the Illinois Court of Claims and a hearing will be held on the matter. The Illinois Department of Agriculture forced farmers to burn straw after discovery of flag smut and growers state they lost \$7,500 on the straw burned, and \$400 is asked for as the amount of formaldehyde purchased to kill germs.

CONTRACTS signed by members of wheat and cotton ass'ns in Oklahoma are binding. Within the last six months more than twenty cases have been tried in the courts to determine the legality of contracts made by growers with pooling ass'ns and in all but one case verdicts were returned in favor of the ass'ns. The Oklahoma Wheat Growers Ass'n brot suit against Joseph Trissel for breach of contract and the court granted liquidated damages of 25 cents per bushel as stipulated in the contract on 3,940 bushels marketed outside of the ass'n. Trissel paid all costs of the trial.

## Feedstuffs

OSAGE, WYO.—O. A. Payne has built a feed mill.

ALMOND, WIS.—Arthur Pagel is building a feed mill here.

SILVERTON, ORE.—W. E. Loughmiller built several additions to his feed mill.

MEMPHIS, TENN.—The Royal Feed & Mfg. Co. is doubling its warehouse and storage room.

GARY, MINN.—Geo. Phaff and son plan to erect a feed mill and store at this place in the spring.

COLUMBUS, NEB.—The T. B. Hord Grain Co. is erecting a 250-bu. per hour feed mill to cost \$10,000.

WHEELING, W. VA.—C. H. Becker will build a 5-story \$30,000 feed mill to replace the one burned.

CAR scarcity has restricted the movement of feed and in New England states the shortage of feed is serious.

TOLEDO, O.—The G. E. Conkey Co. is building a \$250,000 poultry feed plant. The work will be finished soon.

FOND DU LAC, WIS.—The Anton Felton Co., shipper of alfalfa, hay and straw, has moved here from Milwaukee.

EL PASO, TEX.—Heid Bros., feed dealers, purchased a site here valued at \$23,250 and will erect a warehouse and other buildings.

EMERGENCY rates on feedstuffs into New Mexico from Texas expired Feb. 28. They had been in effect since December to aid stockmen.

GARFIELD, WASH.—The Garfield Feed & Fuel Co. has been incorporated for \$15,000 by A. J. Strohecker, T. Strohecker and A. P. Johnson, Jr.

RUSSELLVILLE, ARK.—Charles Brown of Pottsville has purchased the interest of W. J. Chambers in the Martin & Chambers feed store here.

CARNEGIE, PA.—John H. Burgan, feed and flour dealer, died Feb. 26 of pneumonia. He was 79 years of age and is survived by his wife and three children.

TOLEDO, O.—The Kasko Mills is building a 7-story brick feed mill in addition to its plant. It will be equipped with modern machinery and will cost \$200,000 when complete.

MEMPHIS, TENN.—E. R. Barrow was elected pres. of the Cotton Seed Products Co. for the ensuing year. R. M. Stevenson was made vice-pres. and H. J. Blakeslee, sec'y.

GETZVILLE, N. Y.—The feed warehouse of the L. R. Steel Co. burned Feb. 25 causing a loss of \$12,000. A large quantity of chicken feed and some grain was destroyed.

ALLEGAN, MICH.—The feed mill, storehouse, barn and icehouse at Mersen, owned by A. Welch, burned recently. The contents of the buildings were saved.

RED WING, MINN.—The Danielson Elvtr. building on the Levee front, which was damaged by fire several months ago is to be repaired and put into use by the Red Wing Feed Mill.

GRANITE CITY, ILL.—Oliver Versen is now associated with the Union Starch Co. He was formerly in the traffic department of the St. Louis Merchants Exchange and prior to that served at Washington, D. C.

COLUMBUS, GA.—W. H. Crawford has installed a large feed mill with a capacity of 15 tons per day. He heretofore operated a small mill but found the demand so great he installed a larger mill and will manufacture stock and dairy feeds.

ARGYLE, WIS.—Ralston Bros. are wrecking part of an old elevator at this place to make room for a new section in which a large feed grinder will be installed.

CHETEK, WIS.—The Co-operative Creamery Co. will manufacture buttermilk flour from a byproduct formerly wasted. As this flour sells at 8 cents per pound, the machinery installed will pay for itself within two years.

BUFFALO, N. Y.—The H-O Cereal Co. has registered the word "Life-Saver" with a little chick perched on the "L," as trade mark No. 164,643, descriptive of its bird and poultry feed.

ST. PAUL, MINN.—To prohibit the sale of concentrated feedstuffs containing weed seeds and to provide a penalty for violation, a bill has been introduced in the Minnesota house of representatives.

BILLINGS, MONT.—The Montana Cereal Co. incorporated for \$50,000 to manufacture cereals and food products. W. H. House, Chance, Mont., and F. L. Clark and C. M. Kutzner of Billings are interested.

LADYSMITH, WIS.—The Farmers Supply Co. has been incorporated for \$10,000 to deal in feeds and supplies. Directors are H. J. Cornelison, J. A. Boyer, Isadore Guns, W. O. Pierce and E. C. Steubs.

EVANSVILLE, IND.—Feed mills in southern Indiana have been quite busy during the spring and indications point to continued activity. Hominy mills expect to do a larger volume of business than last year.—C.

HELENA, ARK.—The E. G. L. Feed Mfg. Co. has opened its new plant to manufacture about 20 varieties of feed. An elvtr. of 17,000 bus. capacity adjoins the plant. J. M. Cook of Pine Bluff manages the company.

IRWIN, PA.—The entire plant of the Irwin Flour & Feed Co. burned Mar. 3. The fire started in the rear of the building and burned the main building before firemen were summoned. The loss is \$100,000.

VENTURA, CAL.—The Saticoy Warehouse Co. has installed machinery to manufacture its own stock and poultry feed. J. M. Wright will have charge of the mill. He was formerly with the Taylor Milling Co. at Los Angeles.

BALTIMORE, MD.—Morris Schapiro, who purchased the plant and property of the Baltimore Pearl Hominy Co. at auction for \$137,500 will dismantle the buildings and dispose of the real estate as soon as the courts ratify the sale.

E. ST. LOUIS, ILL.—The Golden Grain Milling Co. has registered the words "Golden Grain" and an ear of corn bearing the words "Golden Grain Alfalfa Feeds," as trade mark No. 159,462, to be used on mixed horse and mule feed.

DES MOINES, IA.—Bill No. 607 to amend Sec. 5077-a6, supplement to the code, 1913, relating to commercial feedingstuffs has been reported back to the House by the Com'te on Agriculture with recommendation that it pass.

HOUSTON, TEX.—The recently incorporated Goodman Grain & Elevator Co. with A. B. and M. E. Goodman in charge, has taken over the plant of the liquidated Texas Grain & Elevator Co. The company will manufacture steam cooked molasses feeds and chicken feeds and also do a carlot grain business. Both members of the firm were formerly at Beaumont with the Josey Miller Grain Co.

TOPEKA, KAN.—The bill transferring the administration of commercial feedingstuffs law to the State Agricultural College at Manhattan, passed the Kansas legislature recently. Under the new law the sale of ground, unmixed grain is not taxed. All other feeds are taxed 10 cents per ton, with no registration charge. Poultry feeds, sold in small packages, are not subject to tax, but have a registration fee of \$1.00 for each brand.

## Adulteration and Misbranding.

The Tallulah Cotton Oil Co., Tallulah, La., shipped into Illinois a quantity of cottonseed meal which was alleged misbranded because the shipment was not plainly and conspicuously marked on outside as to contents. On a plea of guilty the court imposed a fine of \$150.

Swift & Co., Atlanta, Ga., shipped into Alabama three shipments of cottonseed meal which were labeled 100 lbs. weight, protein 36.00 per cent. Analysis by the Bureau of Chemistry showed but 33.75, 33.39 and 31.78 per cent of protein in each shipment. Misbranding was alleged and on a plea of guilty the company paid a fine of \$200.

The Tallulah Cotton Oil Co., Tallulah, La., shipped into Alabama a quantity of cottonseed meal which was misbranded. Analysis showed that it contained 16.10 per cent crude fiber and 33.94 per cent of protein. Misbranding was alleged because the sacks were labeled "protein 36 per cent, crude fiber 12 per cent." On a plea of guilty the court imposed a fine of \$100 and costs.

The Nutriline Milling Co., Crowley, La., shipped into Texas a quantity of dairy feed which was alleged adulterated and misbranded. Analysis of the shipment by the Bureau of Chemistry showed it contained 10.09 per cent protein and adulterated with peanut shells. Misbranding was alleged because shipment was labeled 12.00 per cent protein. On a plea of guilty the company paid a fine of \$250 and costs.

The Kershaw Oil Mill, Kershaw, S. C., shipped into North Carolina a quantity of cottonseed meal which was misbranded. Examination of the sacks by the Bureau of Chemistry showed that the sacks did not contain 100 lbs. each as they were labeled. Misbranding was alleged because of this fact and that the contents were not plainly marked on outside of packages. The defendant company paid a fine of \$200.

The Milam-Morgan Co., Ltd., New Orleans, La., shipped into Florida and Alabama quantities of feed, which was partly misbranded and partly adulterated and misbranded. Adulteration was alleged because shipment contained ingredients other than those mentioned on labels and misbranding was alleged because shipment contained more than 15 per cent fiber as labeled. On a plea of guilty the company paid a fine of \$110.

The Refuge Cotton Oil Co., Vicksburg, Miss., shipped into Michigan quantities of unlabeled cottonseed meal which was alleged adulterated and misbranded. The article was labeled "7 per cent quality," whereas the Bureau of Chemistry found but 6.27 per cent ammonia and 34 per cent cottonseed hulls. Adulteration was alleged because cottonseed hulls had been mixed with the shipment and substituted for cottonseed meal. Misbranding was alleged because the shipment did not contain 7 per cent ammonia. On a plea of guilty the company was fined \$100 and costs.

The Milam-Morgan Co., Ltd., New Orleans, La., shipped into Georgia a quantity of mule and horse feed, part of which was misbranded and part adulterated and misbranded. Analysis of the articles by the Bureau of Chemistry showed that all but one contained less than 9 per cent protein and more than 15 per cent fiber. Adulteration was alleged because peanut hulls, rice hulls, etc., had been substituted in the feed for original article. Misbranding was alleged because shipments were labeled "Protein 9.00 per cent, Fiber 15.00 per cent." On a plea of guilty the company paid a fine of \$100.

Adolph Kempner Co., Chicago, Ill., shipped to New York on or about Feb. 19, 1916, a quantity of oats which were adulterated and misbranded. Examination of samples by the Bureau of Chemistry showed that it contained barley and burnt oats. Adulteration was alleged because shipment contained barley which had been substituted for oats, and also burnt oats, as well as a decomposed vegetable substance. Misbranding was alleged because the shipment was offered for sale under the name of oats, whereas it was not oats but was a mixture of oats and barley. On November 20, 1922, the defendant pleaded guilty and the court imposed a fine of \$50.

## Grain Carriers

THE Baltimore & Ohio railroad has ordered 75 locomotives to be delivered next fall. Each will cost \$75,000.

L. G. MACOMBER, traffic commissioner of the Toledo Produce Exchange, was re-elected pres. at the meeting of the Ohio Industrial Traffic League at Columbus recently.

THE freight rate on wheat from the Missouri River to Pacific Coast points and points taking the same rate will be reduced from 71 cents to 68 cents per 100 pounds, effective April 16.

EMBARGOES against grain to eastern points have been cancelled by the Lehigh Valley and the Jersey Central railroads. Other carriers are expected to lift similar embargoes within a short time.

THE C. B. & Q. will build a sixteen-mile line from Frederick to Vermont, Ill. It will cost \$1,800,000 and will be used for heavy coal traffic so that the present line will be left open to other freight.

ST. JOSEPH, Mo.—W. J. C. Kenyon, mgr. of the Traffic Bureau of the Chamber of Commerce died March 18 at the age of 65. He had represented the Grain Exchange in various transportation matters.

A BRANCH of the Ohio Electric Ry., operating from Granville to Newark, O., has been abandoned because of strong competition by motor busses. The line was the oldest electrically operated railroad in the United States.

UNDER an amendment to Section 206 of the Transportation Act of 1920 which Congress passed before adjournment claimants against railroads who sue the Director-General may make the present Director-General of Railroads the defendant.

THE New York Produce Exchange recently posted a notice announcing that the charge for supervising deliveries of grain out of railroad elevators afloat, for export, will be reduced from 75 cents to 25 cents per thousand bus., effective April 1.

GRAIN in interstate commerce may remain 90 days in Utah without being rendered liable to taxation under a new bill passed by the Utah legislature. This will enable grain to be milled in transit in Utah, whereas heretofore it has been diverted in other directions because of the tax.

THE Interstate Commerce Commission suspended from March 18 to April 10 the operation of rate schedules proposing the reduction of proportional rates on grain and grain products from Atchison and Leavenworth, Kan., Independence, Kansas City and St. Joseph, Mo., to Shreveport, La.

THE MISSISSIPPI-Warrior Barge Line carried the largest tonnage of its history in a single tow recently when 8,000 tons of grain and 4,000 tons of other freight moved from the Cairo, Ill., dock to the South. The grain came to Cairo from St. Louis, Omaha, St. Joseph, Kansas City, Sioux City and Minneapolis.

THE new canal at New Orleans, La., which connects the Mississippi River and Lake Pontchartrain opens up a new waterfront on several miles which will in the near future be used by industrial companies. The Mississippi-Warrior River Service sent the first self-propelled barge thru the new canal on Feb. 22.

CLAIMS for refunds on account of application of transit privileges on shipments over the C. & A. before Aug. 31, 1922, and where freight bills have been applied for transit privileges prior to April 1, 1923, should be made to Herbert A. Lundahl, 340 W. Harrison St., Chicago, Ill.

THE Pennsylvania Railroad will purchase, among other new equipment, 475 heavy duty freight locomotives. Within a few months \$39,500,000 will be spent for that purpose and the road has applied to the Interstate Commerce Commission for permission to sell equipment trust certificates for \$31,500,000 at 5 per cent.

THE FAST freight on the Frisco leaving Kansas City, Mo., at 7 p. m. for the south will be operated in two sections. The second section will carry grain, grain products and hay and will arrive at Memphis, Tenn., at 11 p. m. the next night after leaving Kansas City and will be at Birmingham, Ala., at 9 p. m. the second day.

COMPLAINT No. 14577 filed with the Interstate Commerce Commission by the Farmers Elevator Co., Naples, N. D., against the C. M. & St. P. Ry. charges unjust, unreasonable, discriminatory and prejudicial switching charges on inbound shipments of grain at Minneapolis. Plaintiff asks cease and desist order and reparation.

CARRIERS of grain on the Great Lakes are seeking to recover \$400,000 in demurrage charges for the detention of their boats at Buffalo during congestion last fall. They want \$1,000 for each day the boats were held in port over the stipulated time for unloading. Many of the forty defendants are grain companies.

THE Wabash railroad is taking grain from the Illinois Central territory, reports A. G. Gooch of Gooch Bros. & Co., Bellflower, Ill. The company received but eight cars in January and only three the first 27 days of February. Farmers are hauling grain to the Wabash stations because the car situation is so much better on that road.

THE Boston & Albany railroad has lifted the embargo against live stock feedstuffs, but the Boston & Maine and New Haven railroads still have it in effect. Chairman A. K. Tapper of the Transportation Committee of the Boston Chamber of Commerce is waging a fight against the embargo and has succeeded in having the one road cancel it.

BILLS have been introduced into the New York state legislature to provide for the construction of a grain elevator and terminal as part of the Barge Canal terminal at Troy, N. Y. An appropriation of \$300,000 would be provided under the act. An appropriation of \$400,000 to build a 500,000 bu. elevator will be asked in the next assembly.

AN examiner for the Interstate Commerce Commission reported that Detroit is being discriminated against by the Michigan Central, New York Central, Detroit and Toledo, and Wabash railroads because switching charges are added to the rates at that city while at Toledo the carriers absorb the charges. He recommended that similar rates be applied to each city.

THE SANTA FE Railroad has amended its tariffs to provide that westbound rates will apply from Minneapolis as proportional rates only, thereby eliminating the use of Minneapolis rates at intermediate states between Kansas City and Minneapolis, effective Mar. 31. After April 7 the road will absorb cross-town switching charges on grain when moving from Kansas City under transit rates to competitive points. It was formerly absorbed only on grain moving from here under local or proportional rates.

A RATE conference was held at Fort Worth recently to discuss the report and recommendation of an Interstate Commerce Commission examiner that the Texas common point and group rate basis be changed to a mileage basis, reports Sec'y H. B. Dorsey of the Texas Grain Dealers Ass'n. A com'te of six was appointed to oppose the change and take whatever action is necessary.

BUFFALO, N. Y.—Fourteen grain laden barges of the New York Canal & Great Lakes Corp. are fast in the ice near Whitesboro, N. Y. At Sylvan Beach, Lake Oneida, four barges loaded with grain are also frozen in and at West Brewerton five motorships are fast, each containing 57,000 bus. of grain. When the ice breaks up the fate of the barges will be known, also the extent of damages due to water seepage.

THE MISSISSIPPI Barge Line reduced thru rates on wheat, corn and oats from Omaha and Council Bluffs to New Orleans for export to 26½ cents per 100 pounds on wheat and 25 cents per 100 pounds on corn, effective April 11. This is only on traffic routed over the Illinois Central to Cairo and the barge line. Rates from Sioux City to New Orleans have been lowered to 30½ cents on wheat and 29 cents on corn and oats.

THE STEAMER, John Dunn, Jr., established a new unloading record Nov. 21, 1922, at Buffalo, reports William Livingstone, pres. of the Lake Carriers' Ass'n. The vessel carried 371,000 bus. of grain and started unloading at 8:05 a. m. and at 4:05 p. m. the cargo was cleaned, making the working time seven hours for two legs and six hours for one leg. This made an average of 53,000 bus. per hour, or 18,550 bus. per hour per leg. The previous record was 451,382 bus. in 15 hours by the vessel Shenango.

THE Com'te on Transportation Instrumentalities and Car Service of the National Industrial Traffic League held a meeting at Chicago recently to discuss the "Warfield Plan" for pooling freight cars. The result of the meeting was that the com'te will prepare a report on the pooling plan and present it at the Traffic League's meeting at Dallas, Tex., April 18 and 19. J. A. Kuhn, traffic manager of the Omaha Grain Exchange, who attended the meeting, gives an explanation of the plan as a national organization to take over the building of new cars and the rebuilding of old ones, making the organization a central distributing agency for all of the carriers in the United States. Sec'y Beek of the Traffic League states that he has endeavored to obtain from sponsors of the Warfield plan a written statement specifically giving the method of operation and object of the plan, but has been unsuccessful in securing the statement. The American Railway Ass'n opposes the proposed plan and takes the position that the equipment now available is better able to meet any emergency which may arise in regard to car service than it could be met under the plan. The Ass'n also pointed out that new cars and equipment ordered will place railroads in better condition by next August than they have ever been in the last 20 years.

### Loadings Set New Seasonal Records.

Loadings of revenue freight for the week ended Mar. 3 totaled 917,896 cars, an increase of 87,673 cars over the total of 830,223 cars loaded for the week ended Feb. 24. The total was also 124,781 cars more than the corresponding week in 1922 and 206,529 cars more than the total for the corresponding week in 1921.

Grain and grain products were loaded into 44,967 cars, an increase of 4,603 cars over the total of 40,364 cars loaded during the week ended Feb. 24. The total loading was 4,115 cars less than the total loaded during the corresponding week of 1922, but an increase of 3,082 over the total loaded during the corresponding period of 1921.

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## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**E. B. Boyd**, agent Western Trunk Lines, in Circular 1-P gives rules, regulations and exceptions to classifications effective Mar. 5.

**T. P. & W.** in Supplement 1 to I. C. C. tariffs Nos. 934, 935 and 936 cancels rates on flour and feed from Peoria to points in Illinois, effective April 20.

**E. B. Boyd**, agent Western Trunk Lines, in Supplement 52 to Circular 1-P, gives rules, regulations and exceptions to classifications, effective April 15.

**L. A. Lowrey**, agent, in Supplement 5 to 20-M gives local and joint terminal charges, rules and regulations from or to points within the Chicago District, also rules governing intermediate service on freight traffic passing thru the Chicago District, effective April 10.

**A. T. & S. F.** in Supplement No. 3 to 7481-H gives joint and proportional rates on grain products and seeds from stations in Colorado, Kansas, Missouri and Oklahoma, also Superior, Neb., to points in Alabama, Arkansas, Kansas, Louisiana, Missouri, Mississippi, Oklahoma, Tennessee and Texas, effective Mar. 24.

**C. R. I. & P.** in Supplement No. 7 to 29329-E gives local, joint proportional rates on grain, grain products and seeds from Albright, Neb., Armourdale (Kansas City, Kan.), Atchison, Kan., Council Bluffs, Ia., Kansas City, Mo., Leavenworth, Kan., Omaha, Neb., St. Joseph, Mo., South Omaha, Neb., Sugar Creek, Mo., and stations in Iowa, Kansas, Missouri and Nebraska to stations in Illinois, Indiana, Iowa, Minnesota, Missouri, South Dakota and Wisconsin, effective April 9.

**C. R. I. & P.** in Supplement No. 14 to 28675-E gives local, joint and proportional rates on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal and seeds from Chicago, Peoria, Rock Island, Ill., Council Bluffs, Ia., Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Minn., Omaha, Neb., and stations in Colorado, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, Oklahoma and South Dakota to stations in Colorado, Kansas, Nebraska, New Mexico, Oklahoma and Texhoma, Tex., effective April 14.

**C. R. I. & P.** in Supplement 1 to No. 22,000-H and Supplement 13 to No. 22,000-G, gives local, joint and proportional rates on grain, grain products and seeds from Chicago, Moline, Peoria, Rock Island, Ill., Burlington, Clinton, Davenport, Keokuk, Muscatine, Ia., Minneapolis, Minnesota Transfer, St. Paul, Minn., to stations in Illinois, Iowa, Minnesota, Missouri and South Dakota, including Kansas City, St. Joseph, Mo., Council Bluffs, Ia., Armourdale (Kansas City, Kan.), Atchison, Leavenworth, Kan., Albright, Omaha, and South Omaha, Neb., effective April 10.

### Exchanges Protest Rates.

The Interstate Commerce Commission held a hearing at Washington, D. C., Mar. 8 of the complaint by the Kansas City Board of Trade against discrimination now existing in wheat rates between Kansas City and Duluth and Omaha and Duluth.

W. R. Scott of the Kansas City Board of Trade Transportation Department and J. A. Kuhn, traffic manager of the Omaha Grain Exchange testified.

In 1920 the Interstate Commerce Commission prescribed the same rate to Duluth that applied to Chicago, and a large volume of grain went to the northern port. In 1921 Kansas City demanded the same rates to Duluth that applied to Omaha. An examiner for the Commission recommended that the rate from Kansas City should be one cent over that from Omaha, but also stated that the Omaha rate be advanced 5½ cents.

The Omaha Exchange states that this advance would automatically close the Duluth gateway to Nebraska grain and is therefore vigorously protesting, altho it has no objection to establishing the old differential provided the rates are not advanced.

Kansas City is fighting only for the old differential and should it be established again, some 15 to 20 million bus. of grain would find outlet thru the northern ports.

The Interstate Commerce Commission has rendered no decision.

### Grain Elevators in New South Wales.

Construction of bulk handling plants in New South Wales is going forward at a rapid pace, reports E. Harris, officer in charge of the Government's Bulk Handling Grain Elevators.

At present there is completed, partially completed or just being started 71 country grain elevators with a total combined capacity of 15,200,000 bus. of grain. All of the plants are of standard design, consisting in the first place of main storage bins of 50,000-bu. capacity and a working house containing 14 smaller bins with a combined capacity of 50,000 bus. They are all constructed of reinforced concrete.

Thirty of the elevators are now complete in every detail and are handling grain. They are situated at the following stations: Arian Park, 350,000 bus.; Barmedman, 300,000 bus.; Berrigan, 250,000 bus.; Brushwood, 50,000 bus.; Bribbaree, 150,000 bus.; Brocklesby, 250,000 bus.; Caragabel, 150,000 bus.; Calleen, 250,000 bus.; Combaning, 100,000 bus.; Coolamon, 350,000 bus.; Finley, 250,000 bus.; Ganmain, 250,000 bus.; Girral, 250,000 bus.; Grong Grong, 300,000 bus.; Harefield, 100,000 bus.; Illabo, 250,000 bus.; Marrar, 350,000 bus.; Matong, 200,000 bus.; Milvale, 150,000 bus.; Mirrool, 300,000 bus.; Old Junee, 350,000 bus.; Reefton, 150,000 bus.; Stockinbingal, 150,000 bus.; Temora, 300,000 and 250,000 bus.; The Rock, 350,000 bus.; Uranquinty, 150,000 bus.; Wyalong, 350,000 bus.; Yerong Creek, 150,000 bus.; and Yiddah, 200,000 bus.

At twenty-five stations storage bins have been completed but the working house in connection with the bins are still being constructed. Locations and capacities are as follows: Ball-dale, 300,000 bus.; Bogan Gate, 200,000 bus.; Boree Creek, 350,000 bus.; Burrumbuttock, 200,000 bus.; Culcairn, 200,000 bus.; Cullivel, 100,000 bus.; Dubbo, 100,000 bus.; Eumungerie, 150,000 bus.; Forbes, 350,000 bus.; Geurie, 250,000 bus.; Gilgandra, 100,000 bus.; Henty, 350,000 bus.; Hopefield, 300,000 bus.; Lockhart, 350,000 bus.; Manildra, 200,000 bus.; Milbrulong, 250,000 bus.; Molong, 250,000 bus.; Narromine, 100,000 bus.; Oaklands, 350,000 bus.; Parkes, 300,000 bus.; Peak Hill, 100,000 bus.; Trundle, 250,000 bus.; Urana, 100,000 bus.; Walla, 250,000 bus.; Wellington, 350,000 bus.

Sixteen elevators are in the course of construction at the present time. They are: Ardlethan, 300,000 bus.; Barellan, 350,000 bus.; Beckom 300,000 bus.; Booroowa, 150,000 bus.; Canowindra, 150,000 bus.; Cowra, 150,000 bus.; Cunningham, 50,000 bus.; Greenthorpe, 100,000 bus.; Grenfell, 300,000 bus.; Holbrook, 50,000 bus.; Kamarah, 150,000 bus.; Marinna, 50,000 bus.; Moombooldool, 150,000 bus.; Tootool, 50,000 bus.; Wattamondara, 50,000 bus.; Woodstock, 50,000 bus.

The terminal elevator at Sydney, described in full in the Grain Dealers Journal for December 25, 1921, has a total capacity of 6,500,000 bus. This elevator has been receiving bulk grain from country stations and shipping it overseas. It is fitted with a dust collecting system operating at the boots and heads of all legs. Benefiting by the experience of the C. & N. W. elevator at Chicago, a vacuum sweeper system is about to be installed in addition to the present equipment which covers all parts of the house. The electric signals, lighting and power are of the most approved type and are the most complete.

THE IDAHO Wheat Growers Ass'n has filed suits against Frank Forsman and A. E. Terhaar, farmers, who are members of the ass'n, on the grounds that the ass'n advanced money on crops and overpaid the men. Mr. Terhaar is said to have received \$2,000 and Mr. Forsman \$1,400.

## ELLIS DRIERS

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### Grain Dealers Journal

309 S. La Salle Street, Chicago, Ill.

## Supreme Court Decisions

**Shucking Corn Is Not Manufacture.**—The linting of cotton seed and the shucking and shelling of corn, preparatory to their manufacture into cotton seed oil and feed, do not transform those articles into manufactured products so as to exempt them from taxation under Revenue Act 1919, § 2, subd. (i).—*State v. Tuscaloosa Cotton Seed Oil Co.* Supreme Court of Alabama. 95 South. 52.

**Shipper's Indemnity Bond Unenforceable after Carrier Has Retaken Goods.**—Bonds given by the notify party specified in order Bs/L on taking the goods from the carrier without producing the bills, conditioned on subsequent production on the Bs/L are unenforceable after the carrier retakes possession of the goods.—*Russo v. Davis, Director General U. S. Circuit Court of Appeals.* 285 Fed. 231.

**Damages from Carrier for False Telegram.**—Where telegram sent shipper of potatoes by railroad company, falsely stating that they were unclaimed, caused the shipper to make a trip to New Orleans, the only damages recoverable were such as he paid out for expenses on such trip and for loss of time.—*New Orleans & N. E. R. Co. v. Mathews.* Supreme Court of Mississippi. 95 South. 133.

**Weigh tickets for Wheat given by a warehouseman, not complying with all the requirements for form of warehouse receipts prescribed by Rem. Code 1915, § 3369—2, held not negotiable receipts; and hence the failure of the warehouseman to note thereon advances to the depositor of the wheat claimed by warehouseman did not estop him from collecting such advances of a holder of the weigh tickets without notice.**—*State Bank of Wilbur v. Almira Farmers Warehouse Co.* Supreme Court of Washington. 212 Pac. 543.

**County of Suit on Arrival Draft Contract.**—Where a sales contract in its printed form required that all amounts due sellers' account were payable at their office in sellers' county at par exchange and the goods were shipped "arrival draft," the words "arrival draft," being inserted and intended as an agreement that sellers would draw a draft on buyer for the purchase money, did not conflict with the clause providing for payment in sellers' county.—*Southwestern Bag Co. v. Pittman & Harrison Co.* Court of Civil Appeals of Texas. 247 S. W. 322.

**Liability of Ship for Damage to Cargo.**—Where cargo, received in good condition when delivered, was damaged by salt water and oil, the ship has the burden of proof to show that the damage was due to perils of the sea or other cause for which it was not responsible under the B/L. A vessel, which relies on external appearance that she was in proper condition for stowage of cargo, in lieu of tests, takes the risk of showing that the inspection and examination was diligently made. Ship held liable for damage to shipments of malt from seawater and oil, for inadequate inspection of the pipes from which the water leaked and for improperly stowing the malt in the same cargo space with drums of kerosene oil.—*The Charlton Hall.* U. S. District Court, New York. 285 Fed. 640.

**Bank Can Not Recover of Warehouseman Charge for Sacks After Accepting Check.**—Where a grower of wheat subject to mortgage stored it in a warehouse giving the receipts to the mortgagee to apply on the indebtedness, and the mortgagee sent the receipts to a bank for collection, which in turn procured defendant to purchase them, but defendant made a deduction for an unpaid bill covering the sacks, and such deduction became a matter of dispute between plaintiff bank and defendant, acceptance of a check not covering such deduction held an accord and satisfaction as of an unliquidated debt, notwithstanding the amount due on the receipts was definite and fixed. Where the officers of a bank accept a check which operates as an accord and satisfaction of an unliquidated claim, the fact that they did not know the legal result of such acceptance is immaterial.—*First Nat. Bank of Ritzville v. White-Dulaney Co.* Supreme Court of Washington. 212 Pac. 262.

**Title Passes on Delivery to Carrier.**—Where wheat was sold on track at certain place, delivery of it to the carrier at that place passed title, excepting in so far as seller might assert its right, under the bill of lading and usages of the trade, to protect itself for the purchase money, and by payment of draft and taking up bill of lading acceptance was completed and constituted a waiver of right of inspection.—*Consolidated Flour Mills Co. v. Farmers Elevator Co. of Hume.* Kansas City Court of Appeals, Missouri 247 S. W. 480.

**Restraining Commission's Order Requiring Maintenance of Spur Track.**—In a suit to restrain the enforcement of an order made by the Railroad Commission of Georgia under Civ. Code Ga. 1910, § 2664, requiring the railroad company to construct and maintain a spur track for a shipper, the amount in controversy is not limited to the original cost of the spur track but the value to the carrier of relief from maintaining the track is also involved, so that the United States court has jurisdiction where the permanent annual burden on account of interest on the cost, depreciation, maintenance, and operating expenses amounts to a sum which, capitalized at a reasonable rate, exceeds \$3,000.—*Western & A. R. Co. v. Railroad Commission of Georgia.* Supreme Court of the United States. 43 Sup. Ct. Rep. 252.

**Holder of Draft Can Sue Issuing Bank.**—Where a feed company was indebted to a milling company, which agreed to allow the feed company to sell a carload of feed products to its customers, taking the customers' checks, for which defendant bank issued a draft and delivered it to the milling company, which thereafter refused to allow the feed company to get possession of the feed products so sold, and defendant bank, at the request of such customers, notified the drawee bank not to pay the draft, and drawee bank complied with such request, the milling company or its indorsee could sue the bank on the draft, and the bank could not defend on the ground that the money paid for the draft was obtained by fraud; the remedy available to the customers of the feed company or their assignee being a recovery in suit against the proper parties of damages for the fraud practiced on them.—*American Bank of Commerce v. Citizens Guaranty State Bank of Lindale.* Court of Civil Appeals of Texas. 247 S. W. 345.

**Owners of Elevator Liable for Construction Material.**—Where an agreement was made between a contractor and an elevator company for the construction of an elevator, which agreement contained these provisions: "Payments are to be made by the owners as bills for materials and labor become due, upon presentation of bills for materials and vouchers for labor. It is further understood, in addition thereto, the owners will pay all freight and express charges, upon presentation of freight bills and express bills"—and where, on the verbal order of the contractor, the lumber company, in good faith, shipped and billed materials to the owners, which materials were received by them and used in the construction of the elevator, the owners paying the freight thereon, and invoices were sent by the lumber company to the owners, and received by them, and none to the contractor, the lumber company treating the owners as the buyers of the materials, and where the owners failed, for a considerable time, after the use of the materials, to disclaim liability, and where the lumber company procured the approval of a statement covering its bill by the contractor, and transmitted same to the owner when it still had a sufficient portion of the contract price on hand with which to pay the lumber company's bill, held, that the owners are liable, and judgment rendered by the trial court sustaining verdict of a jury will not be reversed.—*Badger Lumber Co. v. Farmers Union Elevator Co.* Supreme Court of Kansas. 212 Pac. 662.

**Separate Storage of Landlord's Share.**—Under a lease entitling the tenant to two-thirds of a crop of wheat and the landlord to one-third, the dividing of the wheat as threshed and the storing of the share of the landlord for him in a separate bin in a granary on the premises may constitute payment of the rent to that extent, and, as to the landlord's share thus stored, may terminate the relation of landlord and tenant and bailor and bailee, though the tenant thereafter has the right to remain in possession of the leased land during the rest of an unexpired term.—*Sweedland v. State.* Supreme Court of Nebraska. 190 N. W. 668.

**A bonded warehouseman, who issues a negotiable warehouse receipt does not thereby guarantee the title of the person who deposited the goods in the warehouse, but the transfer of such receipt gives the transferee the same rights to the goods as an actual delivery of the goods would give and no more, so that the warehouseman is not liable where a customs officer refused to issue a permit for the withdrawal of the goods upon such receipt, because the person who deposited them therein did not have title to them.**—*Wells Fargo Nevada Natl. Bank of San Francisco v. Haslett Warehouse Co.* District Court of Appeal, California. 212 Pac. 647.

**Care in Placing Car on Track.**—Where a car is placed on a railroad track for the purpose of being loaded, unloaded, or repaired, the company is under the duty to anticipate the presence of persons on or about the car for that purpose, and to take proper precautions for their safety, not only by giving reasonable warning of any intended movement of the car, but by exercising ordinary care in the movement of the car itself; but whether or not the company is under the duty to anticipate the presence of other persons on or about the car depends on whether the facts are sufficient to charge it with notice.—*Payne v. Wallace's Admr.* Court of Appeals of Kentucky. 247 S. W. 705.

**Bank Loses Title by Trusting B/L to Pledgor.**—Where bank paying drafts drawn on cotton company and holding B/L or warehouse receipts substituted therefor, kept such papers in a pouch or wallet, which it turned over to the cotton company daily, to enable it to sell cotton as it saw fit, subject only to the requirement that it deposit the proceeds or put up added margin on its general account, and the warehouse receipts were only indorsed in blank, a sale of cotton, to which the bank held warehouse receipts was with the bank's consent, and gave the purchaser a good title, tho the warehouse receipts recited that the cotton represented thereby was deliverable only on return of the receipt.—*Lumberman's Nat. Bank v. Bush & Witherspoon Co.* Court of Civil Appeals of Texas. 247 S. W. 295.

**Chattel Mortgage.**—The plaintiff held a chattel mortgage, given by one Elayer, upon certain grain. The mortgage had been duly filed in the office of the register of deeds of the proper county. The note secured by the mortgage was payable October 1, 1920. On or about October 2, 1920, Elayer delivered the grain to the defendant elevator company, who received it in storage, and thereafter on October 4, 1920, issued storage tickets to Elayer and in his name for all of said grain. On that same date the elevator company received actual notice of plaintiff's mortgage. On January 29, 1921, plaintiff made formal demand upon the defendant for the delivery of the grain or the proceeds thereof. The demand was refused. On May 13, 1921, one Anderson brought action against Elayer and garnished the defendant elevator company. On June 18, 1921, plaintiff brought this action for conversion of the grain. On July 29, 1921, the elevator company interposed an answer in the garnishment action and attached thereto duplicates of the storage tickets issued to Elayer and served notice upon the plaintiff in such garnishment action and upon the plaintiff in this action that such duplicate storage tickets had been deposited, in the office of the clerk of the district court where such actions were pending, as provided by section 7594, Comp. Laws, 1913. It is held, That the refusal of the defendant elevator company to comply with plaintiff's demand prima facie established a conversion. That the defendant has not brought itself within the provisions of section 7594, Comp. Laws 1913, permitting a bailee to make deposit in court when adverse claims are made to moneys or property in his custody, so as to be relieved from liability for the conversion so established.—*Sand v. St. Anthony & Dakota Elevator Co.* Supreme Court of North Dakota. 191 N. W. 955.

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## Supply Trade

CHICAGO, ILL.—Contemplating the discontinuance of its Chicago branch, the Fairbanks Co. has subleased the major portion of its building.

MINNEAPOLIS, MINN.—Catalog No. 22 just issued by the Link-Belt Supply Co. thoroly describes, with illustrations, that company's extensive line of grain elevator machinery. A copy will be sent Journal readers who write requesting it.

CHICAGO, ILL.—Union bricklayers signed a new agreement with the Associated Builders which will raise the rate of pay from \$1.10 to \$1.25 per hour, effective May 31. The bricklayers agree not to strike because of the presence of open shop or non-union men in other trades.

MINNEAPOLIS, MINN.—Carter Disc Separators have recently been installed in the following plants: Quaker Oats Co., National Oats Co., Sparks Mfg. Co., Alton, Ill.; Uncle Sam Breakfast Food, Omaha, Neb.; Timme Bros., Delton, Wis.; Whitewood Mfg. Co., White-wood, S. D.

WASHINGTON. — The campaign against "wasteful variety" in manufactured articles is now actively afoot in nearly two score industries which turn out everything from coffins to carpet tacks, according to a bulletin issued today by the Fabricated Production Department of the Chamber of Commerce of the United States.

MINNEAPOLIS, MINN.—We have recently discovered a way to prolong the life of the aprons of the Richardson Wheat and Oat Separators to such an extent that we now guarantee to replace any aprons free of charge that may not give satisfactory service, and to all our customers who have our Oat Separators, we will be very glad to send the new feature free of charge.—Richardson Grain Separator Co.

THE SALESMAN who underbids his own price and offers his elevator machines or supplies at less than cost of what he intended to deliver on his first bid, destroys any confidence buyers may have had in his quotations. Buyers can not be expected to place a higher valuation on seller's goods than he does himself and surely none will buy on first quotation if experience proves he can buy what is supposed to be the same goods at a much lower figure by holding out for lower bids.

INDIANAPOLIS, IND.—The "anti-boycott ordinance" of Indianapolis was upheld by several lower court decisions in test cases, and to evade its provisions prohibiting the carrying of "any banner, placard, advertisement or handbill FOR THE PURPOSE OF DISPLAYING THE SAME," the boycott pickets discarded their printed and painted banners, and had red letters sewed on their white shirts in front and rear, which read—"This place is unfair to organized labor." Lower courts upheld the contention that this was also a violation of the ordinance and the barber's union appealed to the Supreme Court of Indiana. On March 14, 1922, the high court upheld the constitutionality of the ordinance, and said: "The city is given power to regulate and prohibit exhibition or carrying of banners, placards, advertisements or handbills on the streets, alleys or public places," the carrying of which "may attract crowds and block streets." The court held that it makes no difference how the sign is carried, whether on a placard or sewed on the clothing; each display is a violation of the ordinance.

STERLING, ILL.—The Charter Gas Engine Co. announces the purchase of the entire "MIETZ" Oil Engine (also known as "Mietz and Weiss") business, heretofore carried on at New York City by the August Mietz Corporation and the Reliance Oil Engine Corporation. This effects a merger and consolidation, under one man-

agement, of two of the oldest and best known internal combustion engines in the world. The "Mietz" Oil Engine was the pioneer Semi-Diesel oil engine of the world. The first "Mietz" Oil Engine was built in 1895 by Mietz and Weiss, and since that time there has been placed in service some 375,000 horse power in all parts of the world. The "Charter" Engine was the pioneer gasoline engine of the world, the first one having been built in 1886 and so far as is known it was the first commercially successful engine to use liquid fuel. The Charter Gas Engine Co. is now moving from New York City to its plant at Sterling, Ill., all of the physical assets comprising the "Mietz" Engine and in the meantime is filling repair orders from New York City, so that there will be no interruption in repair service to "Mietz" engine users. A number of the personnel of the August Mietz Corporation organization have been engaged for work by the Charter Gas Engine Co., insuring a thoro working knowledge of the manufacture of "Mietz" Engines. In order to handle the added business properly arrangements for additional floor space have been completed, whereby the area of the present Charter plant is almost doubled.

### Speculation Not Injurious to Farmer.

In their book "Outlines of Economics," Richard T. Ely, Professor of Political Economy in the University of Wisconsin, and Thomas S. Adams, Professor of Political Economy in the Sheffield Scientific School of Yale University, write:

**Speculation:** The modern marketing or distributive mechanism not only relieves the producer of a large part of the speculative risk which attends the transmission of raw material from the farm to the consumer and calls public attention to this speculative element by collecting or concentrating it, but it is responsible also for a large amount of unnecessary speculation which many persons believe to be particularly injurious to the farmer. We are not here concerned with the general evils of speculation but with the prevalent belief that speculative dealing in futures tends to reduce prices. "What is generally urged is that the professional short seller, by his sales of fictitious wheat or cotton, creates a fictitious over-supply in the market, which is just as instrumental in depressing prices as would be an abnormally large supply of actual wheat thrown on the market by the farmer." This charge is frequently supplemented by the assertion that it requires less money in margins to "sell short"—or gamble on a fall in prices—than to "sell long" in anticipation of a rise, and that, in consequence, the weight of the speculative dealing in farm products is exerted in the direction of lower prices.

This particular charge against speculation is confirmed neither by a priori reasoning nor by inductive analysis. Every "fictitious" sale of wheat, to use that as an illustration, must be balanced by an equivalent "fictitious" purchase. The "bear" who sells October wheat in July, even though he may hope to depress the price of October "futures," exercises no harmful influence upon the actual July or "spot" price, which is controlled by the demand for and supply of actual wheat; and when October comes, "the short seller of July appears now as a buyer in order to cover his contracts, and if his trading has any effect on the market at all, it is to increase the demand, not the supply."

It is very plain that the fictitious market may be artificially influenced by speculative deals, but as a general thing the fictitious market is ruled by the actual market, not vice versa; and the only influence exerted by gambling in futures upon "spot" prices (with which alone the farmer is concerned) is a good influence. This influence arises out of the effect of future transactions in lessening price fluctuations and in modifying present use by anticipating future necessity. \* \* \* In no market are influences of this kind more accurately detected or more quickly dissipated by competitive forces than on the produce and cotton exchanges.

Actual investigations of prices confirm the theoretical argument made above. The average prices of spot wheat in September, October and November—just after harvest, when the ordinary farmer is compelled to sell—have been nearer the average price for the entire year, since the speculative wheat market has become highly organized, than in the forties and fifties, when wheat was sold like any other farm product. And there are reasons for the belief that speculation has not only equalized yearly fluctuations, but that the leveling has been up, not down, in the interest of the farmer who is compelled to sell after harvest, as opposed to the wealthier miller or trader who in the past carried over a supply for the lean months.

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### GRAIN DEALERS JOURNAL

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CHICAGO, ILL.

## Books Received

**WHEAT FLOUR**, Its Weight and Moisture Content, is a pamphlet prepared by Professor Harry Snyder, Minneapolis, Minn., giving 25 conclusions derived from extensive tests by the use of the Federation Com'te to discuss the U. S. Department of Agriculture. Published by the Millers National Federation, Chicago, for pamphlet contains 55 pages, bound in heavy question of moisture content in flour. The paper cover.

**RED BOOK**, just issued for 1922, is replete as usual with complete statistical information relating to grain, stocks, cotton, seeds, provisions and live stock, the crops, imports and exports of various countries, making it, as for a generation past, the standard ready reference for the grain office. The daily inspection of all grades of grain and the daily prices of all grains are given in detail, besides the official grain standards and methods of trading on the Board of Trade. Compiled by Howard, Bartels & Co., Chicago, Ill.

**TRADE-MARKS, Trade Names, Unfair Competition**, is the title of a book invaluable to any business firm contemplating application for a trade-mark, or involved in any controversy regarding their validity or infringement, containing suggestions for the selection of a mark, example of unregistrable marks, with chapters on "State Registration," "Registration in the U. S. Patent Office," "Procedure in the Registration Office," "Trade-Marks in Foreign Countries," "Dangers of Failure to Register," with a schedule of charges in all countries. Indexed, 46 pages, paper. Sent gratis to readers of the Grain Dealers Journal by the authors, Richards & Geier, New York, N. Y.

**TOO MUCH GOVERNMENT, Too Much Taxation**, is a book written to prove that the United States is facing a fight against too much government and too much taxation. The author, Chas. Norman Fay, marshals a convincing array of facts. He says "With government, not run for profit, and paid for by taxation increased to cover whatever the cost may be, often carefully camouflaged to hide that cost, however excessive, it is well nigh impossible to check its overgrowth, or to hold its vast and varied activities down to the measure of human managing capacity." "There is no one thing so firmly established in history as the sure and certain decadence and fall in due time of every government." "In overloading the mental power of its executives lies the inevitable breakdown, decay and death of government." Cloth, 416 pages; Doubleday, Page & Co., Garden City, N. Y. Price, \$2.50.

**CHICAGO WHEAT PRICES for 81 Years** traces the price of wheat in Chicago from 1841 to 1921. By means of graphs or charts price fluctuations are shown for daily, monthly and yearly periods. The facts set forth in this booklet with its comprehensive graphs show that future trading does not cause price fluctuations but that future trading tends to stabilize prices. The graphs show that prices fluctuated more in the period before future trading than in the period with future trading. The graphs further show that the greatest fluctuations in price that ever occurred on the Chicago market occurred during the years 1917-1920—a period, that is, when there was Government control of price, and no future trading in wheat. Tested by actual experience and by actual facts as given on page 10, we see that in the forty-three year period of future trading, 1871-1913, had the farmer sold in July his average price would have been 88 cents, in October 90 cents, in January 92 cents, and in April 94 cents. The Chicago Board of Trade claims that this is an "orderly price" and works for the benefit of both farmer and consumer. The various schemes for so-called "orderly marketing" now offered to farmers by their leaders would prove in practice to be "disorderly marketing" when compared with the facts set forth in the pages of this booklet. The graphs show that short selling does not depress prices. This is the most complete graph of this kind ever published, containing as it does over one hundred thousand entries. Paper, 71 pages, 8½ by 11½; by James E. Boyle, professor of rural economy, Cornell University. Issued by the Public Relations Com'te of the Board of Trade, Chicago.

**PATENTS, LAW AND PRACTICE**, is a valuable booklet giving in concise form for ready reference the features most necessary for manufacturers and inventors to enable them to readily understand the leading points of law and practice on patents. The necessary steps to secure protection of all patents are given in logical order. The questions most frequently asked by clients of a well known patent firm were the foundation of the book and answers to all important questions are listed. No citations of decisions or authorities are quoted, but all the matter contained in the booklet is based directly upon the Revised Statutes, the Rules of Practice of the United States Patent Office, and the decisions of the courts and commissioners of patents. Second Edition, published by Richards & Geier, patent and trademark attorneys, New York, N. Y., contains 56 pages, bound in heavy cover, and will be issued free of charge to readers of the Journal.

**FORECASTING WHEAT PRICES**, by Harmonic Cycles is a clever exposition of the law of periodicity based on the known facts of market fluctuations. The author, Prof. L. H. Weston, makes no false pretensions, but gives all the facts upon which his theory is based, including the price of wheat each year since 1270, both in table and diagram. As all other natural phenomena recur in cycles of time the author believes it to exist in wheat prices, and his work has been to detect the cycles, which are very plausibly explained in his book. By superimposing shorter cycles upon longer periods he forms a composite price curve that harmonizes with the fluctuations of the wheat markets. The irregularity of the composite corresponds with the apparent erratic movement of wheat prices, and gives a scientific explanation to the peculiar gyrations of the price. The author does not quote the price in his forecasts but gives the relative values. The reader of this book for himself can forecast the market each year, and month by month, for any year in the future, and the author gives a table of the relative price each month for each year from 1922 to 1934, affording a valuable guide to the trend. One chart gives the continuous monthly record of the price of Chicago cash wheat from 1844 to 1921; and a table gives the same in figures from 1844 to 1922. Paper, 28 pages; L. H. Weston, Brightwood Station, Washington, D. C. Price, \$5.

### Fieldmen Attend Convention.

The sixteenth annual meeting of the Mill and Elevator Fieldmen's Ass'n was held at the Sherman Hotel, Chicago, Ill., Mar. 13, 14, 15 and 16. Eighty-one members were in attendance.

The first session was called to order at 9:30 a. m., Mar. 13 by Pres. Gleason Allen who introduced M. A. Reynolds, sec'y Millers National Ins. Co. He addressed the members on "What Are We Here For" In connection with his address he gave a detailed account of the cost of holding a meeting for four days and emphasized the fact that the cost was sufficient to make the subject of his address a serious one. With the cost impressed on his listeners, Mr. Reynolds spoke on the progressive influence such meetings have on members and so impressed his audience with the straightforward facts he gave that a vote to thank him was moved and carried by the ass'n.

"Milling Conditions" was the subject of H. M. Giles who pointed out the necessity of careful investigation into all angles of milling conditions in various territories before assuming risks. He stated that physical condition of the property is not the only condition to look into, but financial responsibility was just as important.

L. S. Wardwell told the members "How the Fieldman Can Help the Adjuster."

"Selling Mutual Insurance" was the subject of an address by F. S. Danforth.

G. A. MaDan told of "Insurance Accounting" and pointed out laws of various states and answered many questions asked of him by members.

"The Insurance Contract" was the subject of an address by J. J. Fitzgerald and general discussion of the subject was held.

Members gathered together at the Under-

writers Laboratories and various tests were made on fire doors, fire sprinklers, etc.

E. C. Hach spoke on "Internal Combustion Engine Power" and told of experiments made by Mutual Fire Prevention Bureau on enclosing electric motors in fire resistive rooms. A general discussion followed the address.

Election of officers resulted in the following being elected to serve the ensuing year: F. F. Burroughs, pres.; H. B. Carson, vice-pres.; C. Lee, sec'y; and C. D. Kellenberger, treas.

Before adjournment it was voted that next year be Ladies' Year.

### Insurance Notes.

UNDER bill 167-A now in the Wisconsin senate, section 2 of the state statutes is amended to increase the risk by a mutual fire insurance company on water mills, etc., from \$5,000 to \$10,000. The bill has passed the assembly.

LANSING, MICH.—House bill No. 252, Qualification Bill, is now before the House Insurance Com'te; and Geo. Brown, a member of the com'te, writes that it will not be reported out until a number of amendments have been agreed upon between representatives of stock, mutual, reciprocal and inter-insurance companies.

ILLINOIS fire losses totaled \$2,517,900 during February reports State Fire Marshal J. C. Gamber. Of this amount, flour mills totaled \$135,000. Causes of fires according to importance were: open lights, \$378,096; stoves and furnaces, \$251,288; sparks on roofs, \$196,199; defective flues, \$146,389; electricity, \$134,066; matches and smoking, \$73,162.

SPRINGFIELD, ILL.—A bill No. H. B. 304, introduced by Representative Curran, defines "insurance carriers," and provides that whenever the Director of Trade and Commerce finds that officials or insurance carriers of another state are discriminating against carriers of this state, he may revoke or refuse to grant a license to the carriers of the offending state. The bill is before the Com'te on Insurance.

SPRINGFIELD, ILL.—H. B. 277, by Ronalds, introduced in the Illinois Assembly Mar. 6, provides for a State insurance fund for payments under the Workmen's Compensation Act, and that the Industrial Commission shall fix the rate to be charged each employer in proportion to the hazard of his business and the number and salary of his employees. The bill has been referred to the com'te on judiciary.

OUR adjuster states concerning a loss recently sustained by one of our policyholders:

"The motor stopped running between 10:30 and 11:00 in the morning. Manager supposed from blown-out fuses and did not investigate." He investigated fast enough some thirty minutes later, however, when the operator of a nearby elevator phoned him that there was smoke coming out of his cupola, but it was too late then, and the elevator was a total loss. Curiosity may have killed a cat, but lack of curiosity is more likely to burn an elevator than not when something goes wrong with your electrical equipment. It will bear close watching at all times, with particular attention when something unusual or out of the ordinary occurs.—Our Paper.

A SPECIAL wheat train will be operated thru Santa Fe railway territory during the spring months. Exhibits of interest to farmers will be carried and lectures will be delivered by associates of the Southwestern Wheat Improvement Ass'n and agricultural colleges of Kansas, Oklahoma and Texas.

CHICAGO Board of Trade members have started an organization to benefit crippled children. It started with seven members and now has 185, each member paying an assessment of \$5 and charter members paying a higher rate. The money collected, which is \$1,275 to date, will be used to buy crystal radio receiving outfits for children who cannot afford to buy them. Boy scouts will install each set.

# UNIVERSAL Grain Code

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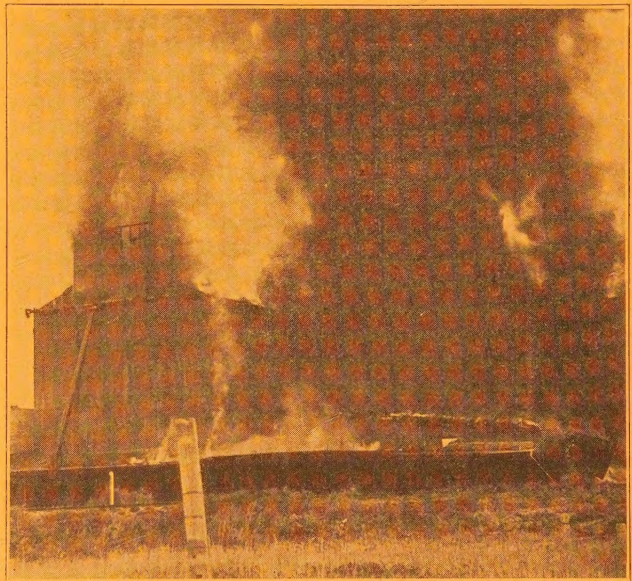
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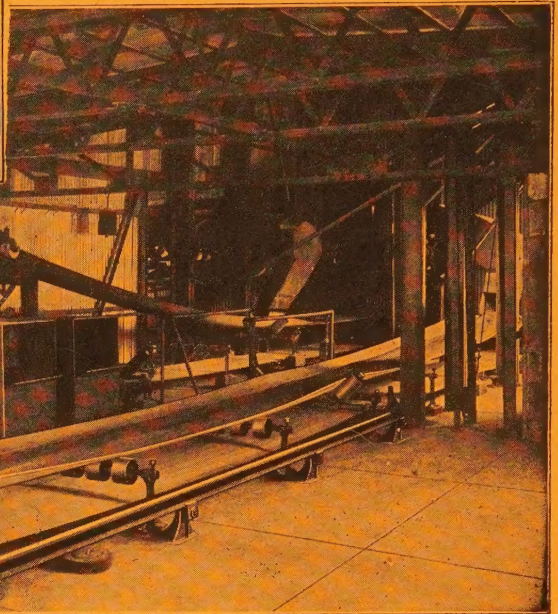
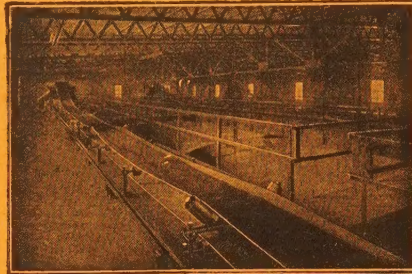
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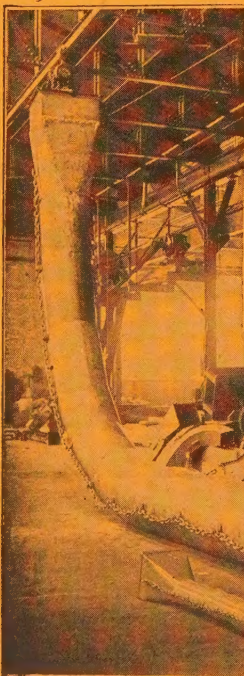
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